





JUNE 21 - 28, 2019 \_ VOL.172 \_ NO.19



TOOLS OF THE TRADE
Our list of the top business tools and who produces them.

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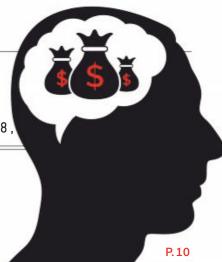
## Generation Z Gets Working

This year's college grads are anxious, entrepreneurial and determined to avoid the mistakes of their predecessors.

BY ADAM PIORE

### The Best in the Business

We name the top providers of business software and services in 54 categories: from audio editing software to cybersecurity tools. JUNE 21 - 28.



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Muslims
Celebrating the
Eid al-Fitr Festival;
Paratroopers in
France; Tomato Fest
in Colombia; and
A Rhino Beating
The Extreme
Heat in Berlin

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lan Hunter is 80 and still going strong



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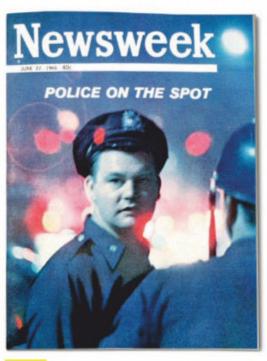
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# SUSCIIDE FROM € 2.11 PER WEEK

# The Archives

"As Bill Clinton takes off on the first presidential trip to Beijing since the Tiananmen massacre, the land awaiting him is busy reinventing itself," Newsweek wrote. From Mao's death to the handover of Hong Kong, Newsweek's coverage of China has earned many of journalism's proudest awards. As China turned the page into its next chapter—one of further industrialization and rapid economic production—the pace of change has grown ever more dizzying. But today, the future of the American-Chinese relationship is uncertain in the midst of President Donald Trump's escalation of trade wars with China.





#### 1966

The summer of '66 brought sweeping unrest across the nation from riots in Watts to Chicago's Puerto Rican slums. The U.S. Supreme Court's landmark *Miranda* decision on suspect rights heated things up "at a time when the nation was concerned over a rising rate of crime—and when police themselves felt lonelier and more beleaguered than ever," said *Newsweek*.



#### 1978

As Newsweek put it bluntly: "California taxpayers are mad as hell and aren't going to take it anymore." The state's voters overwhelmingly backed Proposition 13, a proposal that would cut property taxes by \$7 billion, sending ripple effects across the nation.

CLOCKWISE FROM LEFT: MARTIN PARR; VYTAS VALAITIS; MARTIN LICHTNER



### In Focus \_ THE NEWS IN PICTURES



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#### In Focus





NEWSWEEK.COM JUNE 28, 2019

CLOCKWISE FROM BOTTOM LEFT: DIANA SANCHEZ/AFP/GETTY; JOHN MACDOUGALL/





BERLIN, GERMANY

#### **Beating the Heat**

A great one-horned rhinoceros cools off in its pond at Berlin's Zoologischer Garten Zoo on June 5, as temperatures climbed past the 30 degree Celsius (86 Farenheit) mark. These endangered animals—they are only about 2,500 of them left in the world—are hunted illegally for their horns, which are believed (wrongly) to have medicinal powers. A mature great one-horned rhino can weigh as much as 6,000 pounds.

**᠗→** JOHN MACDOUGALL



SUTAMARCHÁN, COLOMBIA

#### **Paint it Red**

Revelers at the tenth annual Tomatina de Sutamarchán festival on June 2, dive in and gather ammunition for the Great Colombian Tomato Fight that marks the end of harvest season. The festival, which is modeled after a similar event held in Spain, attracts crowds of thousands of locals and tourists who come to hurl overripe or otherwise unsaleable tomatoes at each other.

**Ø** → DIANA SANCHEZ



AGRA, INDIA

#### **Giving Thanks**

Muslim worshippers are seen here praying near the Taj Mahal as part of the Eid al-Fitr festival on June 5. The festival, a prelude to communal feasting and celebration, comes at the end of fasting during the holy month of Ramadan. Islam is the second largest religion in India behind Hinduism with nearly 195 million adherents. The country is expected to have the world's largest population of Muslims by 2060.

**Ø**→ PAWAN SHARMA





OPINION

# The False Debate Over Socialism in the U.S.

In terms of economic policy, the U.S. is ranked roughly on par with Denmark and Sweden—countries Bernie Sanders has named as his socialist ideals

A WOMAN IN MY FITNESS CLASS PROUDLY proclaimed last week that she was a socialist. Who knows why. But it did start a passionate debate about socialism vs. capitalism. Passionate, but a little confused. And there's a good reason why: It's a dumb argument.

During my business career, I worked in 26 countries. I learned how misleading the labels "socialism" and "capitalism" are. All modern economies are a mix of both, and the U.S. is about as socialist as everyone else.

For 25 years, the Heritage Foundation, a conservative think tank based in Washington, has put out The Index of Economic Freedom. Every country in the world is ranked from 0 to 100. An economy

completely free of government intervention, essentially the "least socialist," would score 100. According to the 2019 Index, the most socialist country in

the world is North Korea, whose ranking of 5.9 is 20 points below the next country on the list. But the least socialist, or free-est, country in the world isn't the United States. Not even close.

The U.S. is way down the list at twelfth, with a score of 77. That's the same score as The Netherlands. It's just a fraction above Denmark, and less than two points above Sweden, countries that Bernie Sanders has named as his socialist ideals.

The closeness of those scores would probably surprise progressives—and also surprise conservatives, who fear ending up like Sweden only slightly less than finding themselves in an elevator with Alexandria Ocasio-Cortez.

In fact, almost all Western countries are in a nar-

row range between 65 and 80. When we argue socialism vs. capitalism in the context of the U.S., we're pretty much arguing whether to turn the thermostat up or down, not whether



we should rip out the furnace.

The Index tracks 12 metrics. Of those, the only one where the U.S. is notably "free-er" than most similar countries is when it comes to tax burden. It's true that some define socialism based on the marginal tax rate. In a recent Newsweek interview, John McAfee, former entrepreneur, CEO and suspected murderer, called taxes "slavery." Obviously, McAfee hasn't read up on slavery, but he means that taxes are an infringement on personal liberty. And so what? So are traffic lights, seat belts and laws that say you can't drive after chugging a fifth of tequila. As Oliver Wendell Holmes said, taxes are the price we pay for civilization, and Americans pay a little less than most of the developed world.

Saying that the U.S. is already about as socialist as everyone else is not to say the U.S. doesn't need change. It does. The U.S. does a poor job relative to some in terms of the social safety net. I have first-hand experience. I grew up below the poverty line in the housing projects in Waycross, Ga. Poverty sucks. Being poor doesn't just mean going without, it means living in constant fear. The poor are economic hemophiliacs. One scratch can be fatal. Rich and

even middle-class people think they get it because they were "broke" once on a college road trip. They don't.

But we can make a lot of change without getting rid of the whole system. And neither side should be afraid of change. We can raise rates on the rich or have universal health-care without risking disaster. So what if we get it wrong? Pundits would have us believe that if we veer even slightly off the road of progress, we'll crash through the guardrails and plummet down the economic cliff. But it's really more like crossing over the centerline and nudging the steering wheel to get back in your lane.

Modern economies adjust all the time. They tweak. Look at New Zealand, which was socialist in the 1970's. But over time expenditures as a proportion of GDP grew too high and economic growth stalled. Roger

"The poor are economic hemophiliacs. One scratch can be fatal."



MILES APART On a Heritage Foundation ranking of the world's free-est economies, Cuba is near the bottom at No. 178. The U.S., meanwhile, is twelfth on the list.

Douglas led a liberalization of the economy. I spent six years in New Zealand helping companies transition from socialism to a more market-based economy. Over the next decade, government spending as a portion of the economy fell and economic growth rose. It's continued to go up and down in the decades since.

My observation is that Western countries tend to have as much socialism as they can afford. When the bill gets too high, they dial it back. No big deal. Guess who's higher than the U.S. on the Economic Freedom metric today? That's right, New Zealand, which is the third free-est economy in the world.

It's nonsense to propose junking our economic system in favor of one that has failed and continues to fail in places like North Korea, Cuba and Venezuela. It's just as silly to suggest that any tweaks will doom us to dystopian socialism.

Instead, let's focus the debate on the real issue—what our tax money is spent on. Let's have the argument a different way. Shorthand is meant to make arguments more efficient and productive.

In this case, the shorthand "socialism vs. capitalism" isn't helping. □

→ Sam Hill is a writer and former business executive. He served as the director of international strategy for Kraft Foods and as vice chairman and worldwide director of strategy at DMB&B (now known as Publicis). He was also a partner at management consultant Booz Allen & Hamilton. The opinions expressed in this article are the author's own.



#### **PRECISION MEDICINE:**

#### CREATING VALUE FOR EVERYONE

Research by Newsweek Vantage finds that the biopharmaceutical and diagnostics industries in the US and Europe are poised on the brink of significant change. In a survey of over 300 senior executives, 70% said their organizations had precision medicine plans or initiatives in place. It's transforming business models, requiring an entirely different view about how value is created and delivered.

Our research highlights four major themes that define how industry is rising to the challenge:

**Putting patients first**. With the ultimate aim of delivering the right drug to the right person at the right time, precision medicine is putting fresh impetus behind industry efforts to focus on patient needs and empowerment.

**Embracing data**. The very success of precision medicine depends on understanding as much as possible about patients, and it's taking the need for new sources of data, and data management and analytics solutions, to whole new levels.

**Redefining value.** Finding new ways to improve health outcomes in cost-effective ways is critical for bringing precision medicine into the community setting. Understanding what value means, and demonstrating the value created by precision medicine, are key challenges.

**Working together**. The sheer ambition of precision medicine means that no one can do it alone. Radically better collaboration, underpinned by societal trust, are needed to drive future growth and create value for everyone.

70% of executives say their organizations have precision medicine plans or initiatives in place

Q: Has your organization developed precision medicine initiatives (including e.g. product development or marketing efforts) or have plans to do so?



Precision Medicine: Creating Value for Everyone provides unique data, insights and examples about how organizations are making changes in every part of the value chain. With precision medicine overturning our very conception of healthcare, this is a must-read for anyone who wants to be part of its future.

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Teetering on the Brink

President Trump and Iranian leaders insist they don't want war. But with a build-up of military might on both sides and increasing economic pressure from the U.S., tensions remain high

ONCE AGAIN, THERE IS A RUMOR of war in the Middle East.

A year after President Donald Trump pulled out of the 2015 nuclear accord between Iran and six world powers, he has dramatically upped the stakes in his aggressive campaign of economic warfare against the Islamic Republic.

Since last year's withdrawal, Trump's reimposition of sanctions already has reduced Iran's 2 million barrels per day oil sales by half, sending the country's economy into a tailspin. Now, exercising a policy he calls "maximum pressure," Trump has tar-

geted Iran's remaining exports by ending the sanctions waivers he previously had granted to eight of Tehran's biggest customers. Trump's

JONATHAN BRODER

@BroderJonathan

TALKING HEADS Iranian president Hassan Rouhani says he wants respect from the U.S., while Donald Trump last month insisted that Iran poses no threat.

goal: to drive Iran into penury and force Tehran's leaders to accept a new nuclear deal, this time on terms that Trump and his lieutenants insist would be far more favorable to the United States and its regional allies.

"We are going to zero," Secretary of State Mike Pompeo declared recently, referring to Iran's oil exports. "How long we remain there, at zero, depends solely on the Islamic Republic of Iran's senior leaders. We've made our demands very clear to the ayatollah and his cronies."

Both Trump and Iranian leaders insist they don't want to go to war. But ever since Trump tightened sanctions last month, the Middle East has seen a major spike in tensions: ominous signs of Iranian military moves against American forces in the region; a rapid buildup of U.S. military might just off the Iranian coast; attacks by suspected Iranian saboteurs on Arab oil tankers; and a drone attack on a Saudi pipeline by Yemen's Iranian-aligned Houthi tribesmen.

Then, just as suddenly, both Washington and Tehran took a grudging step back from the brink of hostilities earlier this month as Pompeo declared the United States was prepared to talk to Iran without preconditions. Iranian President Hassan Rouhani responded by saying talks were possible, as long as Washington treated Tehran with "respect."

"In the last three weeks, you've seen a serious escalation in which both the Iranians and the Americans have signaled that each has a way to deter the other," Aaron David Miller, a former Middle East adviser to six secretaries of State, told *Newsweek*. But even

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though U.S. and Iranian forces are now trying to stay out of each other's way, he cautions, "the danger of an armed clash still exists."

Indeed, there is no sign the administration is ready to withdraw the aircraft carrier strike group, the squadron of B-52 bombers, the detachment of 1,500 Marines and an extra Patriot air defense system that it sent to the region. And the U.S. policy of maximum economic pressure is still in force, leaving future developments highly unpredictable.

In a recent Washington Post essay, Colin Kahl, a former deputy assistant defense secretary for the Middle East in the Obama administration, painted a grim scenario in which he outlined how easily the United States and Iran could blunder into war. If Iran's oil sales—the lifeblood of the country's economy—fall to a few hundred thousand barrels a day because of the U.S. sanctions, Kahl said it's entirely possible the Iranian military could order Iranian-backed Shiite militias in Iraq to turn their guns on the 5,000 U.S. troops stationed there, as well as American diplomats in Baghdad's Green Zone. Further acts of sabotage targeting shipping in the Persian Gulf and stepped-up Houthi attacks on Saudi oil installations would also be likely, he said.

According to Kahl, the attacks on American personnel could provoke a U.S. military response against the Iraqi militias and, in turn, the retaliatory Iranian mining of the Persian Gulf. As the violence escalates, he said, U.S. warplanes could bomb military targets inside Iran, including its nuclear facilities. In response, Iran could order its Hezbollah proxies in Lebanon and Syria to open fronts against Israel, bombarding its cities with rockets that leave hundreds dead. Israel almost certainly would retaliate with massive

force, destroying Hezbollah and Iranian targets in Lebanon and Syria. As oil prices surged and Iran and its proxies drew more Israeli and American blood, the Trump administration would come under intense political pressure to come to Israel's aid and finish off the Iranian regime once and for all. The next inevitable step, Kahl said, would be a U.S. ground invasion of Iran, and a full-scale war "that neither Trump nor Iranian leaders wanted."

That's the nightmare scenario. For now, however, the administration is deeply divided over its Iran policy, with Trump playing the moderate and both national security adviser John Bolton and Pompeo taking a far more hardline stance. The president, convinced of his prowess as a dealmaker, appears confident he can force Tehran to the negotiating table, where he says he will confine his efforts to winning a

"The nice thing I like about our policy is that I'm quite sure that the Iranians have no idea what President Trump might do."



better nuclear agreement than the one his predecessor reached in return for sanctions relief. Bolton and Pompeo want any new Iran agreement to go far beyond the nuclear issue to include conditions that effectively would neuter Iran as a regional power.

Last May, Pompeo set out a dozen demands, including a halt in perpetuity to all Iranian nuclear enrichment, even peaceful, low-grade enrichment for medical isotopes. This would negate the most important face-saving concession that Iran won in its negotiations for the 2015 nuclear accord. But the demands also require Iran to end its ballistic missile program and halt its support for Syria, Lebanon's Hezbollah Shiite militia, pro-Iranian militias in Iraq, and Yemen's Houthi rebels. Iran has rejected the U.S. demands as tantamount to total capitulation.

For his part, Bolton also has made no secret of his desire to topple the regime in Tehran. "America's declared policy should be ending Iran's 1979 Islamic Revolution before its 40th anniversary," Bolton wrote in a Wall Street Journal op-ed in January 2018, just two months before Trump named him as his new national security adviser. "Recognizing a new Iranian regime in 2019 would reverse the shame of once seeing our diplomats held hostage for 444 days. The former hostages can cut the ribbon to open the new U.S. Embassy in Tehran."

Last fall, Bolton, long a cheerleader for the use of military force, asked the Pentagon to provide options for a military strike against Iran after Iranian-backed militants fired three rockets that exploded harmlessly in an empty lot on the grounds of the U.S. embassy in Baghdad. Alarmed, then-Defense Secretary James Mattis blocked the request.

During the latest escalation of tensions, Bolton ordered the Pentagon

to provide a revised military plan to send as many as 120,000 troops to the Middle East in the event of an Iranian attack on U.S. forces or a resumption of its nuclear program. The size of the force approached the number of troops that invaded Iraq in 2003.

In an indication of the sharp divisions within the administration over Iran policy, Trump, an opponent of America's open-ended troop presence in the Middle East, later approved of sending only 1,500 additional troops to the region.

Recently, there's been some speculation that Trump might fire Bolton for being too hawkish. White House officials acknowledge that the two men do not have a close relationship. But for now, they add, the president appears to be content to use Bolton in the role of "bad cop," if only to keep

Iran guessing about U.S. intentions.

"The nice thing I like about our policy is that I'm quite sure that the Iranians have no idea what President Trump might do," retired Gen. James Jones, a former Obama national security adviser, told The Hill recently. "They're off balance, and they might wake up one morning and find they no longer have a navy, for example."

The example Jones chose was not random. In April 1988, in the largest

"From the Iranian point of view, the status quo is not sustainable. Their economy cannot survive on zero oil exports."



naval engagement since World War II, the U.S. Navy attacked Iranian naval forces in retaliation for Iran's mining of the Persian Gulf during the Iraq-Iran war, a move that heavily damaged an American warship. By the end of the battle, U.S. forces had sunk or crippled half of Iran's operational fleet.

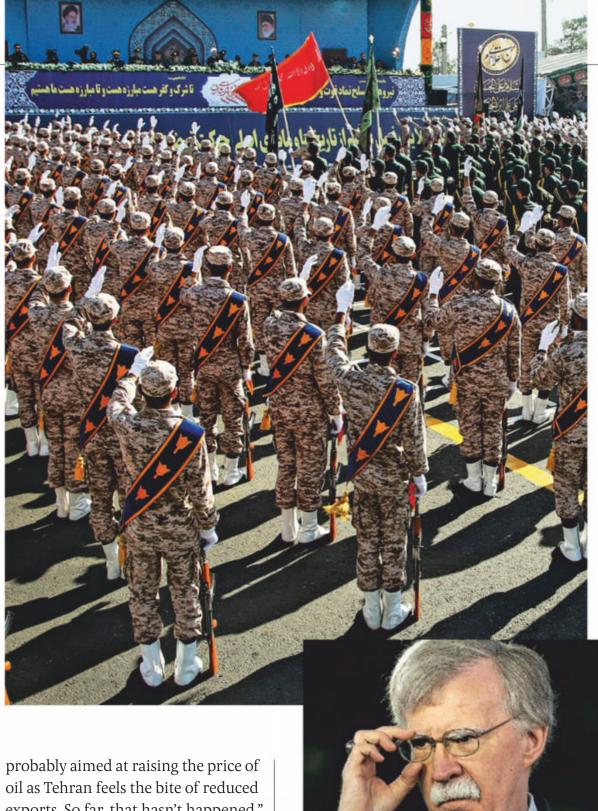
Regional experts say the Iranian military learned valuable tactical lessons from that engagement —lessons that American officials and independent analysts believe they're now using in the current confrontation with the U.S. forces. "The lessons the Iranians learned was you don't go at the U.S. military conventionally; you go at U.S. interests asymmetrically," says Miller, now vice president of the Wilson Center, a foreign policy think tank in Washington. "So using minisubs manned by Iranian special forces, they plant mines on Saudi and Emirati tankers. Meanwhile, the Houthis send a drone to attack a portion of Saudi's East-west pipeline."

Miller says both of these attacks were significant—and an ominous preview of what's likely in store as long as the Trump administration maintains its economic stranglehold on Iran. "They struck these tankers five to 12 miles off the coast of Fujairah," one of the United Arab Emirates, he says. "The pipeline was taking Saudi oil to terminals on the Red Sea. The attacks were unconventional—no one was killed—and very hard to prove authorship. They're certainly no cause at this point for the United States to attack the Iranians directly."

Other regional experts agree that Iran was most likely behind the tanker and pipeline attacks, adding they were

MILITARY MIGHT The growing presence of U.S. armed forces off the Iranian coast is part of escalating tensions on both sides.

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probably aimed at raising the price of oil as Tehran feels the bite of reduced exports. So far, that hasn't happened," said Henry Rome, a Middle East analyst at the Eurasia Group, an international business consultancy. "But it's not for want of trying."

In addition, analysts anticipate the Iranians will gradually revive prohibited elements of its nuclear program in a bid to extract some economic relief from the Europeans in return for discontinuing such activities, or to build up leverage if negotiations with the United States begin.

"From the Iranian point of view, the status quo is not sustainable," Rome told *Newsweek*. "Their economy cannot survive on zero oil exports. So they're finding themselves forced to act out in a variety of ways to relieve the pressure." Iran has denied its forces carried out the attacks.

Some observers detect a potential bright spot in the sudden willingness of the administration and the Iranians to resume negotiations. But bringing both sides to the table will be no easy task; like the administration, Iran has some demands of its own: Tehran insists it won't consider negotiating any new nuclear accord until the Trump administration first comes back into compliance with the

POWER POINTS A military parade in Tehran offers an opportunity for a soldierly show of strength; National Security adviser John Bolton has advocated taking a hard line against Iran.

2015 agreement, which would mean lifting the sanctions and ending its maximum pressure campaign.

"By withdrawing from the nuclear deal, it was the U.S., not Iran, who left the negotiating table," Sayed Hossein Mousavian, a former spokesman for Iran's nuclear negotiations with the international community and now a professor at Princeton, told *Newsweek*. "Therefore, if you want negotiations, you should come back to the nuclear deal, show your commitment to your signature and your words, and then we can negotiate on the other issues."

While Trump has shown it's impossible to predict with any certainty what he might do, many analysts believe any return to the nuclear deal that Trump campaigned so hard to discredit would be political suicide for the president, who hopes to be reelected in 2020. "The administration cannot, under any circumstances, return to the original incarnation of the Iran deal without undermining its own credibility and its politics," Miller says. "They would be skewered if, in fact, the purpose of the whole exercise was simply to return to the deal and try to sell sanctions relief twice."

Rome reckons that there's a possibility for talks over the release of six Americans that the Iranians are holding "if Tehran feels it can get some sanctions relief out of it." But he adds the likelihood of a broader diplomatic stalemate and the tightening squeeze on Iran's economy over the next six months remains a prescription for the kind of instability that can lead to armed conflict—even if U.S. and Iranian leaders insist they don't want one.

OPINION

#### The Road to Freedom

D-Day was only one of the milestones on the way to political and religious liberty

**NEWT GINGRICH** 

**♥**@newtgingrich

WE RIGHTLY CELEBRATED THE 75th anniversary of the landing at Normandy on D-Day—June 6, 1944. It was the largest single operation ever undertaken and involved great complexity in timing between airpower, paratroopers, sea power and massive landings from the English Channel on to the French Coast. I just dedicated a podcast episode to D-Day and President Franklin Delano Roosevelt's national prayer, in which he led the entire country into praying for the safety of our young men and women in uniform—and for victory over tyranny.

But there are three other important liberation events worth remembering. The first was the liberation of Rome on June 4, 1944 and the second was the arrival of Pope John Paul

II in Warsaw on June 2, 1979. The third happened 10 years after the Pope's visit: the first free elections in the post-war Soviet bloc on June 4, 1989.

The Allies had fought their way up the Italian peninsula in a difficult and deadly campaign. Italian topography lends itself to defense with many mountains and ridges that can be effectively defended. Even after the Italian government switched sides and worked to help the Allies, the Germans were able to maintain a powerful and clever defense that cost many lives.

There was always a bittersweet feeling for the veterans of the Italian campaign that the gigantic Normandy landing two days later overshadowed their achievements.

However, on the evening of June 5, 1944 President Roosevelt spoke to the nation in a fireside chat and put the liberation of Rome in its proper context. Rome represents a time in history when one nation controlled all the known world. As President Roosevelt noted, "the United Nations are determined that in the future no one city and no one race will be able to control the whole of the world."

Roosevelt noted Rome housed temples and churches of many faiths, "but the churches and shrines of Rome are visible symbols of the faith and determination of the early saints and

martyrs that Christianity should live and become universal."

Finally, he pointed out that the liberation of Rome was an effort by many nations and peoples:

"It is also significant that Rome has been liberated by the armed forces of many nations. The American and British armies —who bore the chief burdens of battle —found at their sides our own North American neighbors, the gallant Canadians. The fighting New Zealanders from the far South Pacific, the courageous French and the French



Moroccans, the South Africans, the Poles and the East Indians—all of them fought with us on the bloody approaches to the city of Rome."

Pope John Paul II's visit to Poland marked another moment of great importance for freedom and especially for religious liberty. He was greeted by 3 million people for an open-air mass in Warsaw. As my wife Callista and I described in a documentary about that trip called *Nine Days that Changed the World*, it was this visit that shook the control of

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the Soviet dictatorship and marked the beginning of the end for the Soviet Empire.

President Donald Trump captured the importance of this trip in a statement from the White House, saying:

"In his homily forty years ago, St. Pope John Paul II delivered a powerful message of hope to the crowd gathered in Warsaw, to all of Poland, and to the world. His words stood tall against the repressive forces of communism throughout Poland and the rest of Europe. He inspired

Pope John Paul II's visit to Poland shook the control of the Soviet dictatorship and marked the beginning of the end for the Soviet Empire.

ETERNAL CITY Romans atop a tank in June 1944 after Allied troops rolled into the city. Although usually overshadowed by the Normandy invasion, the liberation of Rome is one of the signal moments in the fight against tyranny.

courage in the hearts of millions of men and women to seek a better, freer life.

"Today, we celebrate this historic moment and reaffirm our commitment to ensuring that freedom always prevails. The United States and our allies stand united against the shackles of communism and as a beacon of liberty and prosperity throughout the world."

Finally, a decade after Pope John Paul II's visit, Solidarity candidates were widely elected to Poland's parliament. This was the first free election to be held in Poland since 1928. Solidarity candidates won every seat that could be won under the rules. It was a profound shift away from communism and toward freedom in Poland. A central symbol of the Solidarity movement was actually a poster that featured the American actor Gary Cooper from the movie High Noon. The photo was altered to show Cooper with a Solidarity badge and ballot. This showed how deeply connected the Polish people felt to the Americans.

We should remember all three of these great milestones on the road to religious and political liberty.

→ Newt Gingrich was speaker of the United States House of Representatives from 1995 to 1999. He is now the host of the Newt's World podcast and the author of TRUMP'S AMERICA: THE TRUTH ABOUT OUR NATION'S GREAT COMEBACK. Follow him on Twitter: @newtgingrich.

The opinions expressed in this piece are the author's own.

## Talking Points

"I can't believe I just made my dreams come true."

-ANDY RUIZ JR. ON BECOMING WORLD HEAVY BOXING CHAMPION

"NOBODY REALLY FORGETS, BUT THERE ARE PEOPLE WILLING TO TURN THE OTHER WAY."

-WU'ER KAIXI ON THE 30TH ANNIVERSARY OF THE TIANANMEN SQUARE MASSACRE

Wu'er Kaixi

"He said he got it literally an hour ago and he paid \$2 million for it. He just bought it, dude, and it's pretty scraped up."

-CHRIS RICCIARDELLI, WHO SAW TRACY MORGAN GET INTO A TRAFFIC ACCIDENT AFTER BUYING A NEW BUGATTI

**IHUFFPOSTI** 

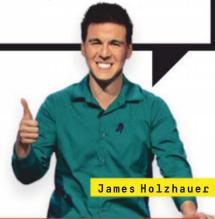
"Sexual misconduct deniers have friends in high places. But not just that place."

-ANITA HILL COMMENCEMENT REMARKS AT WELLESLEY COLLEGE

The New York Times

'NOBODY LIKES TO LOSE, BUT I'M **VERY PROUD OF HOW I DID, AND** I REALLY EXCEEDED MY OWN **EXPECTATIONS FOR THE SHOW.** SO I DON'T FEEL BAD ABOUT IT."

-James Holzhauer on the end of his winning streak on Jeopardy!



"What would folks march in? Socks w/ sandals on? Dad jeans?"

-REP. ALEXANDRIA OCASIO-CORTEZ ON PROPOSED "STRAIGHT PRIDE" MARCHES

"MY NEXT OPPONENT IS NOT TOO BAD. HE CAN PLAY ON CLAY, UNFORTUNATELY."

—Roger Federer on going up against Rafael Nadal in the men's French Open semifinals



# We stand together #WithRefugees









by ALEX FINE









Raised by brooding cynics and witnesses to the economic collapse of 2008, this year's college graduates are anxious, entrepreneurial and determined to avoid the **mistakes** of their **predecessors**.















AYBE IF HE'D BEEN BORN A BOOMER or a millennial, and grown up with the generational message that you can be whatever you want to be and things will work out, Zack Bauders, 21, would've given more thought to making a living as a professional photographer, like his father. He's certainly got the talent.

His work includes a great action shot he snapped of former Navy quarterback Keenan Reynold, midstride, his arm cocked for the throw. He also took a moody picture of a nighttime meteor shower over a mountain and a stream, and contributed regularly to local magazines in his hometown of Philadelphia.

But Bauders didn't graduate from the University of Texas last month with a degree in photography or anything related to the visual arts. Instead he chose actuarial science—a vocation, he believes, that will ensure he always has a well-paying job analyzing risk and calculating rates for insurance companies. To him, the virtual guarantee of future work was one of the career's most appealing attributes. "If you had told me I would be a successful nature photographer or landscape photographer, I would have done it in a heartbeat," he says. "But that's not a sure thing. I knew I was good at math and I could apply those skills and get rewarded for it."

Now that members of Generation Z are graduating college this spring—the most commonly-accepted definition says this generation was born after 1995, give or take a year—the attention has been rising steadily in recent weeks. GenZs are about to hit the streets looking for work in a labor market that's tighter that it's been in decades. And employers are planning on hiring about 17 percent more new graduates for jobs in the U.S. this year than last, according to a survey conducted by the National Association of Colleges and Employers. Everybody wants to know how the people who will soon inhabit those empty office cubicles will differ from those who came before them.

If "entitled" is the most common adjective, fairly or not, applied to millennials (those born between 1981 and 1995), the catchwords for Generation Z are practical and cautious. According to the career counselors and experts who study them, Generation Zs are clear-eyed, economic pragmatists. Despite graduating into the best economy in the past 50 years, Gen Zs know what an economic train wreck looks like. They were impressionable kids during the crash of 2008, when many of their

parents lost their jobs or their life savings or both. They aren't interested in taking any chances. The booming economy seems to have done little to assuage this underlying generational sense of anxious urgency, especially for those who have college debt. College loan balances in the U.S. now stand at a record \$1.5 trillion, according to the Federal Reserve.

One survey from Accenture found that 88 percent of graduating seniors this year chose their major with a job in mind. In a 2019 survey of University of Georgia students, meanwhile, the career office found the most desirable trait in a future employer was the ability to offer secure employment (followed by professional development and training, and then inspiring purpose). Job security or stability was the second most important career goal (work-life balance was number one), followed by a sense of being dedicated to a cause or to feel good about serving the greater good.

That's a big change from the previous generation. "Millennials wanted more flexibility in their lives," notes Tanya Michelsen, Associate Director of Youth-Sight, a UK-based brand manager that conducts reg-

#### STUDENTS OF REALITY

Gen Zs are graduating this year with mountains of student loans to pay off. Many of them remember parents losing their jobs and life savings during the 2008 market crash. Now they're looking for stable careers. Top to bottom: A trader on the floor of the New York Stock Exchange, one of the more lucrative fields for new grads; students at Washington University in St. Louis protest high student debt; graduates of the John F. Kennedy School of Government at Harvard University celebrate at the ceremony in May.



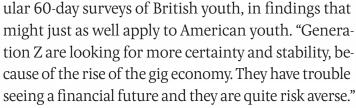






"Now that I'm leaving college, I'm stressed 24/7 thinking about, 'I have to pay this monthly, do I have **enough money** to move into the city?' I know that the loans are always going to be there. It makes you a more stressed person."

ALYSON PISARCIK



What does this mean for the future of this year's graduating class? Will uncertainty and rapid change turn them into a lost generation of anxiety-ridden neurotics, terrified of losing their place in a world of political instability and rampant income inequality? Will they be trapped between the lofty hopes and dreams of their parents and the reality of a shrinking economy and looming climate catastrophe? Or will these constraints spur them to become the most industrious and high-achieving generation in decades? Will it be one or the other—or both? This is the contradiction of Generation Z.

#### **Anxious and Insecure**

ALYSON PISARCIK, 22, GRADUATED LAST MONTH FROM Penn State with a degree in Security Risk Analysis and a minor in Information Science Technology. She says the growing size of her college loans persuaded her

early on to set aside her "obsession" with political science and dreams of working for the UN, once she learned of the meager salary she could expect. Now, even though she has secured a job at Accenture, a big consulting company, the looming debt remains a constant source of worry for her.

"Now that I'm leaving college I'm stressed 24/7 thinking about, 'I have to pay this monthly, do I have enough money to move into the city?' All of that stuff that is now encompassed into my life. I know that the loans are always going to be there. It makes you a more stressed person."

Mental health seems to be a theme with Generation Z. College seniors, in a survey last fall by the

American Psychological Association, reported the worst mental health of any generation: 91 percent of young adults said they had felt physical or emotional symptoms associated with stress, such as depression or anxiety. They are carrying this anxiety into the workplace. About 54 percent of workers under 23 say they felt anxious because of

stress over the past month—topping even avocado-toast-munching millennials (40 percent) and higher than the national average of 34 percent.

The numbers could be pointing to a rise in mental health problems due to the stress of coming of age in the world as it currently is. Or it could have something to do with a newfound willingness to talk about mental health. Experts can be found in either camp, which means both factors are probably at work.

"One of my roommates was going through depression at school," says Pisarcik. "My other one had it younger in life, she was talking about how she didn't want to flip back into it. People are definitely very open talking about what they are mentally going through, more because you feel like everyone is going through stress and stuff like that. You don't feel you're the odd man out if you're going through something."

In colleges across the nation, health services workers are besieged by stressed-out students in need of mental health support. Career counselors say they are busier than they have ever been. Scott Williams, Executive Director of career services at the University of Georgia, has noticed that students are engaging with his offices earlier in their college careers, both in making appointments and in career fairs.

Bob Orndorff, who heads the career services office at Penn State University, has seen a significant increase in demand. Over each of the last two academic years, he says, career coaching appointments have been close

to "maxed out." Students are coming in younger, as early as freshman year, with a greater sense of urgency. They are responding to the stress of increased expectations: It's now assumed that a student will seek to participate in at least one internship, and perhaps more.

Much of this anxiety undoubtedly comes from parents, who seem more worried than ever about getting all they can for their kids from their investment of sky-high tuition. Career staff are increasingly being called in for various admissions events to talk to parents and also as part of new stu-

dent orientation, says Orndorff, a 30-year veteran. Students and their parents on college tours throw around terms like ROI, or return on investment, that would have elicited quizzical looks a generation ago.

With the rate of college graduation higher than







#### **GROWING PAINS**

Today's grads have big problems on their minds. Top to bottom: A girl and therapy dog at Marjory Stoneman Douglas High School, the site of the 2018 shooting; Stockton, California, which had high foreclosure rates in 2008; a White House protester on gun violence.





it used to be, and the competition for white collar jobs more fierce than ever, a college degree is no longer enough to ensure a dream job.

"I think the old days of saying, 'Well, if I just go to college, I'm set,' are gone," says Orndorff. "Now, I think they've woken up and they see that their older brothers and sisters are graduating with a lot of debt and entering a tough job market out there, that if they don't really lean into trying to find an internship or two or three, they are not going to set themselves apart."

Opinions about what's behind this general rise in anxiety vary widely. But most agree that a combination of factors are at play. Roberta Katz, senior research scholar at Stanford University, who spent the last two years researching a book about Generation Z, says the insecurity that seems to be one of the defining hallmarks of this generation is a function of a quicker pace of change, and the fact that change is unrelenting. For instance, the gig economy has made it harder to predict where you will end up and how long you will stay in your present job. And increasingly wired and globally-connected companies have changed the traditional office culture, making the workplace itself seem portable and less permanent. "We are in the midst of redoing our society," says Katz, "and it's happening really fast and in a really messy way."

These issues have taken a toll on Generation Z. "We need to respect these kids because they are dealing with bigger concerns than we have appreciated," she says. "They are growing up in a different environment. They are really well aware of climate change. They are dealing with threats of gun violence that are very real. And the pace of change is like nothing we have experienced."

Kelley Bishop, head of career services at the University of Maryland, says the most important factor that differentiates the outlook of the kids he sees today from those who came before them have to do with the attitude of their parents. Most millennials, he notes, were parented by boomers—a generation that felt privileged and empowered, growing up in the post-World War II baby boom, raised to be the "Me" generation. The boomer outlook is evident in the iconic film The Graduate, in which 21-year-old protagonist Benjamin Braddock (played by Dustin Hoffman) sleeps with a friend of his parents and falls in love with her daughter. But it all works out in the end, when he breaks up the daughter's wedding and they run off together, chucking caution and the

conventional lifestyle of their parents to the wind.

Likewise, boomer parents gave their kids the message that they could do what they wanted and it would all work out; every kid got a trophy, win or lose.

But Generation Z wasn't raised by boomers. They are the children of the famously brooding Generation X, a generation of cynics with a distinctly different outlook than that of those who came before them. The mood of Generation Xers was better captured in movies like "Reality Bites," the 1994 film directed by Ben Stiller, starring Stiller Wynona Rider and Ethan Hawke, in which recent college graduates adjust to a new reality of menial, demoralizing jobs, and worry about contracting AIDs.

"Gen Xers talk about having been latchkey kids, growing up when they were young," Bishop says. "And so there's definitely going to a much more sense of, 'You need to be resilient, you need to learn the ropes, you need to be cautious, you need to be aware, because you may get seriously disappointed'."

He notes that unlike millennials, many in the generation coming up do not "have the same utter trust in the adults to figure everything out and that that they'll make sure everything works perfectly."

#### **Economic Train Wreck**

IF YOU ASK MEMBERS OF GENERATION Z THEMSELVES, they are most likely to offer a different answer for their anxiety and caution: a hangover from watching the slow motion disaster of graduating millennials, whose boomer-parent-fed hopes and dreams collided with a harsh economic reality. Bauders, who spends a lot of time on Reddit, says his approach to college and career prep has been molded to a large degree by stories about "the doom and gloom of millennials and how they're barely scraping by" and "how awful it is" for kids in their late 20s.

"If I went into college with absolutely no plan, then I would have absolutely no skills to offer in the job market, and then right about now I'd just be going home to live with my mom and go work at a grocery store," he says.

That may be an overstatement in today's hot economy. But it wouldn't have been far off-base a couple years ago. Many millennials did come of age and enter the workforce at the height of a crippling economic recession. And "the long-term effects of this slow start for millennials will be a factor in American society for decades," Michael Dimock, president of the Pew Research Center wrote in an article last January, comparing the conditions Gen Z will face to their older brothers and sisters.

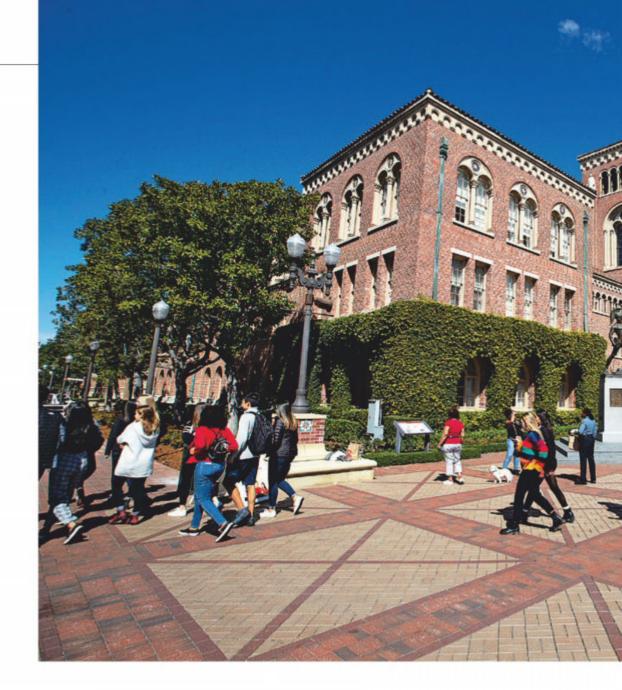
Just in case anyone should forget what the specter haunting today's youth looked like, Dimock pointed to a 2012 Pew report that quantified the disproportionate share of the post-subprime bubble misery shouldered by the millennials. Back then only about 54 percent of young adults between the ages of 18 to 24 were employed, the lowest level since the government began collecting data in 1948. Those with jobs had experienced a greater drop in weekly earnings than any other age group over the previous four years. And the gap in employment between young adults and all those of working age was 15 percent—the widest in recorded history. About half of millennials surveyed said they had taken jobs they didn't want to pay the bills, more than a third said they had gone back to school because of the economy and one in four said they had moved back in with their parents.

"The poor economic climate affected their life choices, future earnings and entrance into adulthood in a way that may not be the case for their younger counterparts, wrote Dimock.

Kyle LeScoezec, who graduated from Ohio State University with a major in business and a minor in engineering this May, says the events of 2008 produced a "healthy pessimistic attitude" that "things aren't always going to work out." He was around 10 or 11 at the time, and recalls his father, who was a financial advisor, having sleepless nights and being constantly on edge. Many of his clients, LeScoezec recalls, were calling him "wondering what's happened to all their money."

By the time he arrived on campus a few years later, LeScoezec, a native of Cleveland, already had an idea of what he wanted to do, choosing Ohio State because it would allow him to study both business and engineering through its integrated Business and engineering program. He has done several internships—including at large and small companies. And for the past year and a half he has been interning at a technology startup in downtown Columbus and starts a job there full-time after graduation.

Even many of those who have decided to pursue seemingly riskier vocations, it seems, have a backup plan. Standing at the ice machine in the hallway outside the basketball courts at the University of Bridgeport gym in Connecticut on a recent day, Katrell Thompson-Nickey, 22, talked about his dreams



of parlaying his music major into a lucrative career working as an audio engineer and a songwriter. Just in case that doesn't work out, however, he is pursuing a masters in music education.

"Ideally everybody wants to have a career that you are happy in, but also something that they are stable in," he says. "They want those two things, in their ideal job. I can really pursue what I want to do after this. But I need to have this backup in place now instead of trying to do this in 20 years when I have a family and a lot more responsibilities."

#### **Another Great Generation**

THERE IS AN UPSIDE TO THIS GENERATIONAL CAUTION and pragmatism. Gen Z may just turn out to be the most competent, productive and high achieving generation we've seen in a while. In addition to being the most diverse generation in American history, they also are on track to be the most educated.

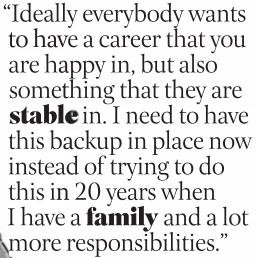
In many ways, the same skills they have brought to bear as they have meticulously plotted out their college careers with an eye on a stable job will make them highly effective in the workplace. Gen Zs may be cautious, but they are by no means unempowered. Many are socially conscious and optimistic

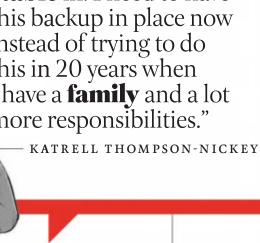
#### **NEGATIVE VIBES**

Unlike idealistic boomers, the parents of today's graduates are known for their cynicism. Top to bottom: wealthy parents were busted trying to buy their kids' way into top schools such as the University of Southern California; the 1950s, an age of rising incomes and at least the stereoptype of stable family life, now seems like a distant world; the 1994 movie Reality Bites, starring **Ethan Hawke and Winona** Ryder, is an iconic film for Generation X, now parents of incoming college students.

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about the impact they can have. Even more than millennials, employers report, "mission" is important to these recent college graduates and potential employers make sure to articulate it—whether it's curing cancer for Merck, building rockets and weapons to protect the national security at Lockheed Martin, or using technology to improve the lives of those in the developing world and solve problems at IBM. (See "Wanted:

Cautious Grads Seeking Adventure" on page 30.)

McKinsey & Company, the consulting firm, conducted extensive research on the current crop of graduates a few years ago in preparation for their arrival as future hires. "Overall they were very hopeful, they felt they have a role to play in changing things they felt were unfair or wrong—and felt they had some agency and could make changes," says Caitlin Storhaug, Director of Global Recruiting Communications & Marketing.

Employers are optimistic about the current crop of potential employees. Once Gen Zs achieve their goal of stable employment, a spirit of exploration and adventure begins to emerge, according to Storhaug and other potential employers. They consistently report a desire to explore different roles, work on career and skills development and move within whatever company they land at.

Gen Zs also bring a technological savvy to the workplace. If Millennials were known as early adopters of social media and other aspects of the digital age—and perhaps for oversharing personal information to their own detriment—Gen Zs are the first true "digital natives." They have learned the perils of digital footprints and online oversharing by watching their older brothers and sisters. They are more careful about curating their digital presence and using it to build a personal brand.

Many of his friends at UT, notes Bauders, have two Instagram accounts: a publicly available one that can be seen by future employers and a private account under a fake name they share only with a few select friends. The practice is so common, there's even a

# WANTED: CAUTIOUS GRADS SEEKING ADVENTURE

Corporations are trying to lure Generation Z with promises of something more than just a safe job. by ADAM PIORE

→ Generation Z may be known for pragmatism and a desire for stability, but corporations who want to hire them are trying to lure them with the promise of adventure and meaning.

Merck and Genentech tout the opportunity to cure disease. Lockheed Martin recruiters are selling engineering graduates on the chance to serve the nation—and maybe help put an astronaut on Mars. And at IBM, marketers emphasize the opportunity to help combat climate change, apply computing power to health care and upgrade the backbone of financial services.

Just because Gen Zs want stability doesn't mean they don't also yearn every bit as much as their older brothers and sisters for something more. Employers have picked up on these trends and have made an effort to emphasize mission and opportunity in their recruiting pitches.

At Merck, during "intern days" when hundreds of Gen Zs converge on headquarters, "what they want to hear about it is how we're solving cancer or what are we doing for river blindness," says Tracey Franklin, vice president of talent recruitment for Merck. "They believe that they can actually change the world, and they want to work for a company who does change the world. I think it's there within millennials. But it seems to be a stronger pull than previous generations."

Gen Zs have grown up "in a world dominated by technological connectivity and access to information," says Connie White, head of university talent acquisition at Genentech. "They are thus acutely aware of socioeconomic and environmental challenges. And they are eager to make a positive impact on the world."

Big companies usually steer clear of

politics in their recruitment messages, but some firms have used it in making their appeals to Gen Zs. IBM, for instance, made a point of highlighting its tough stances in opposition to the North Carolina and Texas bathroom bills banning transgender people from public restrooms and its efforts to come up with solutions to climate change to appeal to the Gen Z sense of social conscience and mission.

Big Blue doesn't have to work hard to convince potential recruits that it can offer them the stability they crave—after all, the company has been around for 108 years, says Obed Louissaint, vice president for talent in IBM's human resources department. IBM receives about 9,000 new job applications a day and hires about 45,000 people a year.

Lockheed Martin, the mammoth aerospace and defense contractor, meanwhile, is emphasizing the opportunity to serve the nation and its allies, and put people in space, says Patricia Lewis, senior VP of HR at Lockheed Martin. Collectively more than 40 percent of its workforce is now made up of Gen Zs and millennials, and the company is actively recruiting mostly engineering talent

to work space and technology.

Gen Zs "are very mission driven,"
Lewis says. "In general they want to work
for a company that is working on the
betterment of society. In our case, that
does apply with regards to what we do
for our nation and our allies around the
world. We're also building the alliance
spacecraft for NASA to send astronauts
to the moon and Mars. Those are the
kind of missions that these young people
relate to. That's very attractive to them."

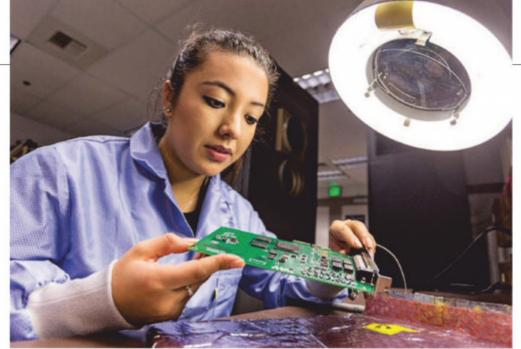
Another big draw for this year's graduating college students is flexibility within their jobs and the ability to grow and have adventures. Caitlin Storhaug, director, global recruiting communications & marketing for the global management consulting behemoth McKinsey & Company, says her company's research has found that even within large companies, Gen Zers covet what she calls "autonomy of career"—the ability to not chart a predetermined career path, but to leave doors open.

"'Explore' was a big word in our research," she says. "And consulting is tailor made for exploration. There's just an incredible variety of roles."

Lockheed's Lewis also says her company provides a variety of rotational opportunities inside her company for younger employees because doing so increases the chances of retaining them. "We're finding every couple of years they want a new opportunity to continue to grow their careers," she says. "They want to move from business area to business area with inside your corporation or experience to

"If you work for someone else, at any point **you can get fired.** Companies are downsizing. If you work for yourself, you're in charge of that."

ELIZABETH DANNA





experience because they are very experientially driven, is very important."

"That's something we're working on," agrees Merck's Franklin. "How do you make sure that we have that continuous learning within the company, where you can pick and learn and do different things?"

IBM's Louissaint notes that at recruiting events, such as a recent talk at UC Berkeley, seven different IBMers were called up to deliver their stories with experiences ranging from two years to 37. "In some cases, you might think hearing from somebody who has been there 37 years would scare somebody off-after all, you're talking about somebody who has been working for almost twice as long as you've been living," he says. "But I think that helps to convey the story of stability and that person can tell stories about how they've had multiple careers and dozens of jobs." N

#### **WANTING MORE**

They may be pragmatic, but the members of Generation Z also want to do meaningful work. Big companies that can offer stable employment are vying to appeal to this idealism. Top: Rubi Solis started as an intern at Lockheed Martin, the aerospace and defense contractor, and now works fulltime as an engineer on spacecraft. Lockheed recruiters emphasize space and service to national defense. Above: McKinsey & Company, the big consulting firm, lets employeers work pro bono in India and elsewhere. It also tries to appeal to those who want to leave their career options open.

name for it: Gen Zers call their private accounts "finstas," a mashup of "fake Instagram account."

The wild card for employers is to what extent Gen Zs will take an entrepreneurial path rather than a corporate one. Big corporations, which have few qualms about "downsizing" employees when it suits them, are no longer assumed to be the stable alternative. Many Gen Zs, like Elizabeth "Ella" Dana, 22, have already gotten a head start running their own businesses.

In typical Generation-Z fashion, Dana had already built her own business by the time she graduated this year with a double major in film, television and media and the Italian Language from Fairfield University. Over the past two years, she took a series of pragmatic, well-planned steps to ensure that she won't end up living in her parent's basement. She steadily accumulated a roster of freelance clients that now provides cash flow for her company, Ella Creative, which is focused on social media management, photo video content creation and brand work for small companies.

Most of Dana's friends are looking for traditional 9-to-5 jobs to pay off crippling student debt. But many "creatives" have chosen instead to pursue their chosen careers as a "side hustle." Dana, who does not have student loans, prefers to build a business of her own in part because she feels it is more stable in the long term. The idea that a 9-to-5 job will provide stability, she says, is a myth.

Dana got this impression, she says, from listening to podcasts and through personal experience. Her uncle worked at GE in Connecticut and now has to commute more than a hour each way into New York City because the company decided to move. Dana's aunt was out of work for a year when the company downsized.

"If you work for someone else, a lot of people think that, oh that's secure, I have a job, a nine to five, it's going to be there," she says. "But at any point, you can get fired. You can get laid off. Companies are downsizing. If you work for yourself, you're in charge of that. You go out and you find the work, and you're in charge of whether you have a job or not to a certain extent. Obviously, you need to find the work. But at any point if you work for a company, they can let you go, and that job's gone."

Dana's assessment is certainly clear-eyed and pragmatic, and she has an action plan to match. Sounds like a typical Gen Z.  $\square$ 



Methodology

The Best Business Tools list is based on a nationwide survey of more than 10,000 professional users of software and software service providers. There was an additional evaluation of more than 1,500 Gen Z users (born 1995 and later), who completed the survey. The survey was administered using an online access panel, and young entrepreneurs from business schools across the U.S. were invited to take the survey by Newsweek. In 54

categories, participants were asked to identify all providers of business software and software services they know and have used before. Within each category the participants could choose from an autofill list of providers of software and software services, compiled through research from relevant online registers. Participants were also invited to name other, additional providers. The survey examined the participant's willingness to recommend the provider and asked them to rate the provider in categories of trust; service promise; reliability; security; improvement and satisfaction. Each participant evaluated several providers of business software and software services: more than 71,000 evaluations have been collected. For every provider, a weighted score from 0 to 100 was calculated using the criteria above. In each category, the providers with a score of 75 and higher are cited; therefore, the number of recognized providers for each category varies. In total, 416 business software and services were awarded in 54 categories. Providers with the highest score among Gen Z users were marked as (yellow) "Gen Z Favorite." The complete methodology can be found online at https://www.newsweek.com/best-business-tools-2019







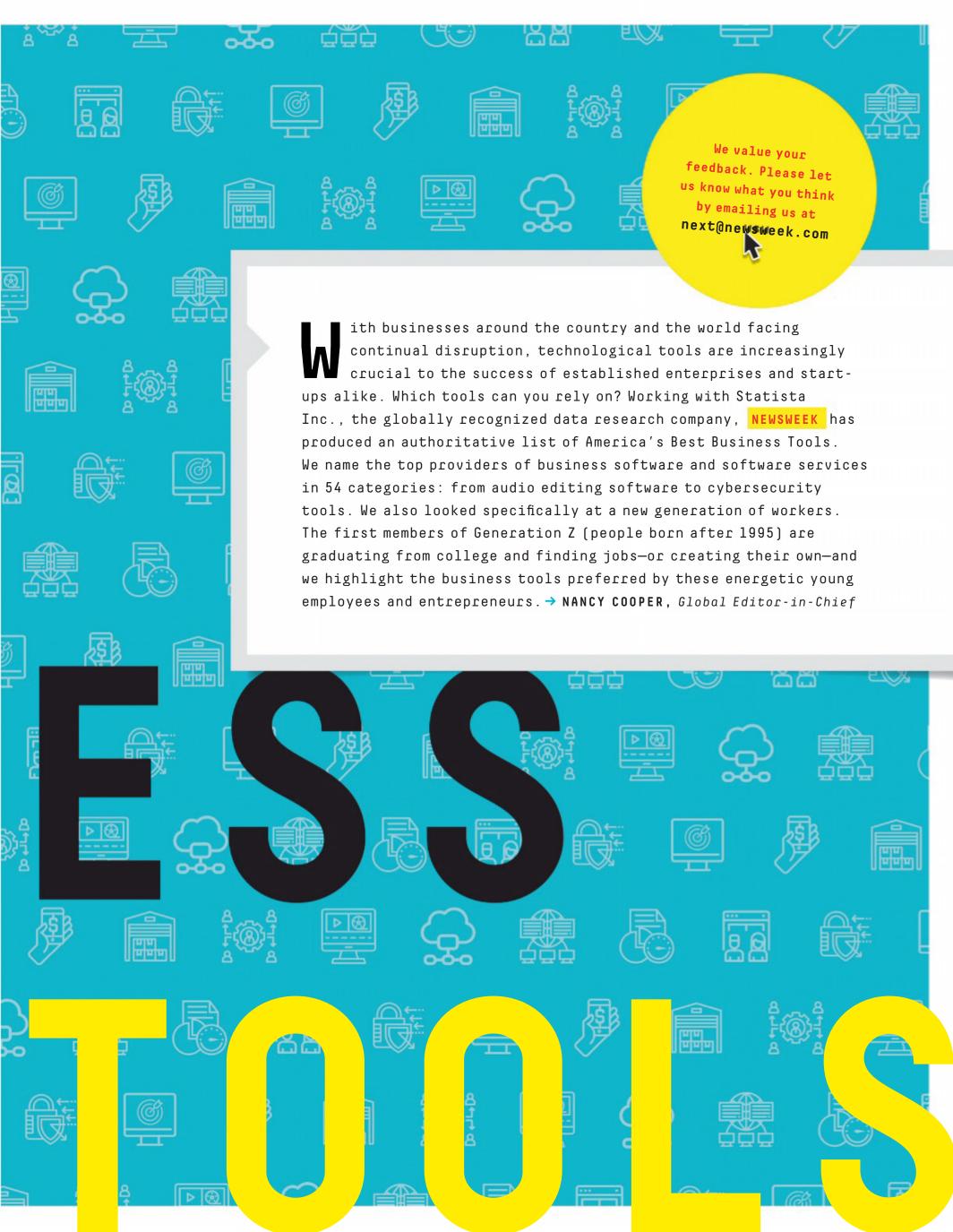














#### Administration and Organization

C O M P L I A N C E M A N A G E M E N T		
ACL Services (Galvanize)	75.	6
ACL for Compliance Management		9000
acl.com		****
Acuity Risk Managemen	t 75.	1
STREAM		****
acuityrm.com		****
Cority	77.	0
Compliance Management		
Software		
cority.com	387333	30.8
HIPAA One	76.	4
HIPAA Security Risk Analy	/sis	
hipaaone.com		
IBM	83.	6
OpenPages		
ibm.com		
LogicGate	77.	8
LogicGate		
logicgate.com		
Oracle	78.	3
Oracle GRC		****
oracle.com	,,,,,,,,,	
VMware	77.	5
vCenter Configuration Ma vRealize Configuration Ma	nage	er, er
vmware.com		****

#### DOCUMENT MANAGEMENT (DMS)

Biztree	80.3
Business-in-a-Box	
biztree.com	
CubexSoft	77.6
CubexSoft NSF Export	
cubexsoft.com	
Designed4Work	77.4
Powertools for Google [	Drive
designedforwork.com	
Easy Data Access	76.5
Docsvault	
docsvault.com	

eFileCabinet	76.9
Rubex	
efilecabinet.com	
Hyland Software	78.4
OnBase	2.1.70200 30007
onbase.com	
IBM	82.9
FileNet Content Manag	ger
ibm.com	
Intellect	75.6
Intellect Document Cor	ntrol
intellect.com	
LogicalDOC	78.4
LogicalDOC	
logicaldoc.com	
Xerox	76.0
DocuShare	
docushare.com	

#### ENTERPRISE CONTENT MANAGEMENT (ECM)

oracle.com

Hyland Software	75.5
OnBase	
onbase.com	
IBM	84.6
IBM Enterprise Conte	nt
Management	
ibm.com	
Oracle	78.4
Oracle WebCenter Co	ntent

SAP	80.4
SAP Extended Enterprise Content Management, Hy	
sap.com	5090Xe5 E 6
WordPress Foundation	76.9
WordPress	
wordpressfoundation.org	
Xerox	77.6
DocuShare	Western.
docushare.de	
24SevenOffice	75.6
242	
24SevenOffice	
24sevenoffice.com	
AlloyERP	76.9
	70.9
AlloyERP	
alloyerp.com	
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alloyerp.com  Microsoft  Dynamics GP	
alloyerp.com  Microsoft	
alloyerp.com  Microsoft  Dynamics GP	
alloyerp.com  Microsoft  Dynamics GP  dynamics.microsoft.com	78.2
alloyerp.com  Microsoft  Dynamics GP  dynamics.microsoft.com  Oracle	78.2
alloyerp.com  Microsoft  Dynamics GP  dynamics.microsoft.com  Oracle  Oracle ERP Cloud, JD Edv	78.2



sage.com

sap.com

SAPERP, SAP Business By Design

MANAGED PRINT

SERVICES

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ARC Managed Print Services

brother	76
Brother Copier and Managed Fleet Service	
global.brother	
Canon	78
Canon Managed Print Services	
usa.canon.com	
НР	82
HP Managed Print Services	
hp.com	
Lexmark	77
Lexmark Managed Print Services	
lexmark.com	
<b>Ricoh</b> Ricoh Managed Print Services	76
ricoh.com	
Toshiba	79
Toshiba Managed Print Services	.,,,,,,,,,,,
business.toshiba.com	
Xerox Xerox Managed Print Se	79 ervices

Active Collab	75.8
ActiveCollab	
activecollab.com	
Agilean Solutions Agilean	75.7
agilean.in	
Airtable	75.5
Airtable	
airtable.com	
Asana	75.2
Asana	*************
asana.com	
Atlassian	76.3
Trello	
trello.com	
Avaza Software	83.1
Avaza	
avaza.com	
Bitrix	78.8
Bitrix24	
hitrix24 com	

Clarizen	80.5
Clarizen One	
clarizen.com	
Deltek	78.5
Open Plan	
deltek.com	
Freshworks	77.0
Freshdesk	
freshworks.com	
Microsoft	81.7
Microsoft PPM,	
Microsoft Project	
microsoft.com	
OpenProject	75.2
OpenProject	
openproject.org	
SAP	79.3
SAP Business ByDesign,	Ruum
sap.com	
Smartsheet.com	79.5
Smartsheet	*******
smartsheet.com	***********
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SCHEDULING SOFTWARE	

#### Google 83.7 Google G-Suite Calendar, Docs gsuite.google.com HotSchedules 75.2 Clarifi hotschedules.com IBM 76.9 IBM Notes, Domino

epic.com

ibm.com	
Microsoft	75.4
Outlook, Project	
microsoft.com	

OnceHub	76.6
ScheduleOnce	
oncehub.com	

SimplyBook.me	82.
SimplyBook.me	
simplybook.me	

SuperSaaS
Appointment Schedule
supersaas.com

75.0



**MAGIX** 

MAGIX Music Maker, Music

#### AUDIO EDITING **Ableton** 79.3 Ableton Live, Push ableton.com Adobe 83.9 **Adobe Audition** adobe.com 82.7 **Apple** Apple Logic Pro X apple.com 78.5 **Audacity** Audacity audacityteam.org Avid 78.5 Avid Pro Tools, Sibelius avid.com AVS 76.4 **AVS Audio Editor** avs4you.com **Image Line** 84.3 FL Studio image-line.com

magix.com	
PreSonus	79.1
Studio One	
presonus.com	***************************************
IMAGE EDITIN	I G
Adobe	86.7
Adobe Photoshop, Adol Lightroom, Illustrator, Ir	
adobe.com	
Alien Skin Software	77.4
Exposure	
alienskin.com	
Bohemian B.V.	75.1
Sketch	
Sketch sketch.com	
	75.1

75.2

PhaseOne	76.0
PhaseOne Capture One, N	Media
captureone.com	
Serif	78.4
Affinity Photo	
affinity.serif.com	
VIDEO EDITING	
Adobe	85.6
Adobe Premiere, After Eff Captivate	ects,
adobe.com	
Apple	83.9
Final Cut Pro, iMovie	
apple.com	
Blender Foundation	80.8
Blender	
blender.org	
Corel	79.3
CorelDRAW, VideoStudio Photo Video	***********
corel.com	
MAGIX	75.7
Video Pro X, Movie Edit P Fastcut, VEGAS	ro,
magix.com	
Microsoft	81.1
Video Editor, Movie Make	r
microsoft.com	

#### INFRASTRUCTURE - AS-A-SERVICE (IAAS) **Amazon Web Services** EC2 aws.amazon.com apache CloudStack 80.5 CloudStack cloudstack.apache.org AT&T Business 82.7 NetBond, Content Delivery Network business.att.com Cisco Cloud Infrastructure Solutions cisco.com **CITRIX** 81.0 Hypervisor citrixready.citrix.com 82.5 Google Compute Engine cloud.google.com **IBM** 84.5 IBM SmartCloud Enterprise ibm.com Microsoft 86.7 Azure laaS azure.microsoft.com Verizon 75.9 Verizon Cloud enterprise.verizon.com VMware 77.5 vCloud Air vmware.com PLATFORM AS A SERVICE (PAAS) **Amazon Web Services** Amazon Web Services Paas, Amazon Elastic Beanstalk aws.amazon.com

IBM	83.4
Bluemix	
ibm.com	***********
Microsoft	84.0
Azure	
azure.microsoft.com	
Oracle	80.1
Oracle Cloud Platform	
oracle.com	
Salesforce	77.0
Salesforce	
developer.salesforce.com	
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SOFTWARE AS A SERVICE (SAAS)	
Amazon Web Services	83.0
Amazon Web Services	
aws.amazon.com	
DocuSign	80.8
DocuSign electronic signa	
docusign.com	
Dropbox	80.4
Dropbox	
dropbox.com	
Google	86.6
G Suite gsuite.google.com	
Microsoft	85.2
Office 365, Sharepoint	
microsoft.com	
Salesforce	77.4
Salesforce	**********
salesforce.com	
SAP	75.9
SAP Concur	
sap.com	
Slack	75.8
Slack	
slack.com	

**Cloud Services** 

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Google

Google App Engine

cloud.google.com





#### Communication

Asana

Asana

# ENTERPRISE INTERNET PROVIDER AT&T Business 77.6

Dedicated Internet att.com

Atlantech Online 75.5 CloudConnect

atlantech.net

Comcast

Business, Xfinity Internet business.comcast.com

Cox Business 75.7
Cox Business Internet

75.0

cox.com

Spectrum Business 75.5
Spectrum Business Internet

business.spectrum.com

verizon 80.3

verizon.com

#### MOBILE PROVIDER FOR BUSINESSES

AT&T Business 77.6

Cell Phone Service
att.com

T-Mobile 77.7

Cell Phone Service, MetroPCS
t-mobile.com

verizon 83.0

businessunlimited

verizonwireless.com

#### ONLINE COLLABORATION

Active Collab	77.6
ActiveCollab	
activecollab.com	

Aurea	75.
Jive	
aurea.com	
	77.
Azendoo	(
azendoo.com	
Cisco	78.
Cisco WebEx Teams	
webex.com	
Dropbox	77.
Dropbox Business	
dropbox.com	
Google	86.
G Suite	
gsuite.google.com	
IBM	76.
IBM Notes, Sametime	
ibm.com	
Microsoft	81.
SharePoint, Onedrive, Tea OneNote, Skype, Yammer	ms,
products.office.com	
Slack	80.
Slack	
slack.com	
Smartsheet.com	80.
Smartsheet	
smartsheet.com	
ONLINE MEETING TOOLS	
Amazon Web Services	76.

aws.amazon.com

Cisco	79.9
Cisco Systems WebEx, Cisco Meeting Server	
cisco.com	11200000000000
Google	80.5

Google Hangouts
hangouts.google.com

LogMeIn 77.7
GoToMeeting, Join.me

microsoft 79.6
Skype for Business,

Teams, Outlook products.office.com

78.6

**TeamViewer**TeamViewer Business,

75.0

77.8

SAP

sap.com

SAP S/4HANA Finance

Premium, Corporate teamviewer.com

Zoom Meetings & Chat

zoom.us

#### VOIP SOFTWARE

Cisco 81.4
Unified Communications
Manager, broadsoft

CloudCall
CloudCall
cloudCall.com

Google 78.0
Hangouts, Voice
hangouts.google.com
Grasshopper 76.5
Grasshopper Connect

Microsoft 75.2
Skype
skype.com
Mitel Networks 77.6

grasshopper.com

mitel.com

MiCloud Connect

BlueHost 75.0

WEBHOSTING

Shared hosting, VPS hosting bluehost.com



### Finance and Reporting

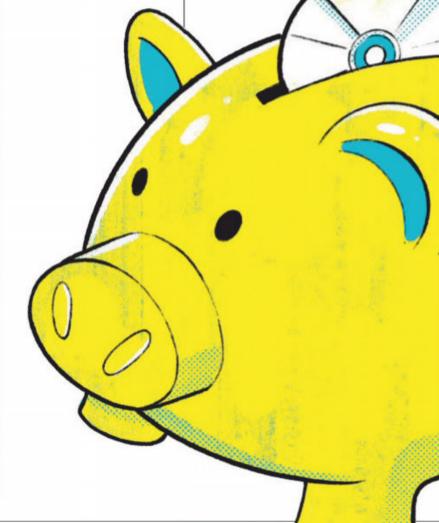
#### ACCOUNTING

AccountsIQ	75.5
AccountsIQ	
accountsiq.com	
Clear Books	76.5
Clear Books	
clearbooks.co.uk	
FreshBooks	75.0
FreshBooks	
freshbooks.com	
Intuit	82.8
QuickBooks	
quickbooks.intuit.com	
Microsoft	79.4
Dynamics 365	
dynamics.microsoft.com	1

75.5

#### BILLING AND INVOICING

FreshBooks	76.9
FreshBooks	
freshbooks.com	
Intuit	83.1
QuickBooks	
quickbooks.intuit.com	
Microsoft	79.7
Dynamics 365, Microsoft Invoicing	
dynamics.microsoft.co	m
Stripe	79.5
Stripe Billing	
stripe.com	
Zoho	78.8
Zoho Invoice	
zoho.com	



	corporater.com	
	GoodData	75.1
	GoodData	
	gooddata.com	
	IBM	79.7
	IBM BI	
	ibm.com	.,
	Microsoft	83.9
	Microsoft Power BI	
	powerbi.microsoft.com	
	MicroStrategy	78.9
	MicroStrategy Enterprise Analytics	
	microstrategy.com	
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BUSINESS INTELLIGENCE

80.7

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**Amazon Web Services** 

Quicksight

Corporater

aws.amazon.com **Corporate Planning** 

Corporate Planning BI corporate-planning.com

Corporater Business Management Platform

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quickbase.com

Smartsheet.com	79.3
Smartsheet	
smartsheet.com	
Zoho	75.7
Zoho Creator, Zoho One	······································
zoho.com	
DATA Visualizati	0 N
CleverAnalytics	76.6
CleverAnalytics	
cleveranalytics.com	
Dassault Systèmes	78.7
3DS NETVIBES	
3ds.com	
Google	81.7
Google Charts	
developers.google.com	
IBM	82.5
IBM Cognos Analytics	
ibm.com	
Microsoft	85.1
Microsoft Power BI	
powerbi.microsoft.com	
MicroStrategy	78.4
***************************************	
MicroStrategy Enterprise Analytics	
microstrategy.com	
Periscope Data	75.5
Periscope Data	
periscopedata.com	
Qlik	75.7
QlikSense	
glik.com	
SAP	76.0
SAP Analytics Cloud, SAP Lumira	
sap.com	
SAS	80.3
JMP	
jmp.com	00.0
Tableau	80.6
Tableau Desktop	
tableau.com	
The MathWorks	80.1
MATLAB	

CA Technologies 770 CA PPM ca.com FreshBooks 750 FreshBooks freshbooks.com Intuit 813 QuickBooks quickbooks.intuit.com Microsoft 803 Dynamics 365 dynamics.microsoft.com SAP 768 SAP Analytics Cloud sap.com Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 753 Statistix statistix.com GraphPad Software 760 GraphPad Prism graphpad.com IBM 813 Cognos, SPSS ibm.com Minitab 18 minitab.com	
CA PPM ca.com FreshBooks 75.0 FreshBooks freshbooks.com Intuit 81.7 QuickBooks quickbooks.intuit.com Microsoft 80.2 Dynamics 365 dynamics.microsoft.com SAP 76.0 SAP Analytics Cloud sap.com Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com GraphPad Software GraphPad Prism graphpad.com IBM 81.2 Cognos, SPSS ibm.com Minitab 18 minitab.com	FINANCIAL REPORTING
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FreshBooks freshbooks.com  Intuit 81.  QuickBooks quickbooks.intuit.com  Microsoft 80.2  Dynamics 365  dynamics.microsoft.com  SAP 76.6  SAP Analytics Cloud sap.com  Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2  Statistix statistix.com  GraphPad Software 76.0  GraphPad Prism graphpad.com  IBM 81.2  Cognos, SPSS ibm.com  Minitab 18  minitab.com	
Intuit 81.3 QuickBooks quickbooks.intuit.com Microsoft 80.3 Dynamics 365 dynamics.microsoft.com SAP 76.8 SAP Analytics Cloud sap.com Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.3 Statistix statistix.com GraphPad Software 76.0 GraphPad Prism graphpad.com IBM 81.3 Cognos, SPSS ibm.com Minitab 18 minitab.com	
Intuit 81.  QuickBooks quickbooks.intuit.com  Microsoft 80.2  Dynamics 365  dynamics.microsoft.com  SAP 76.8  SAP Analytics Cloud sap.com  Workday 76.0  Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2  Statistix statistix.com  GraphPad Software  GraphPad Prism graphpad.com  IBM 81.2  Cognos, SPSS ibm.com  Minitab 18  minitab.com	shBooks
QuickBooks quickbooks.intuit.com  Microsoft 80.2  Dynamics 365  dynamics.microsoft.com  SAP 76.8  SAP Analytics Cloud sap.com  Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2  Statistix statistix.com  GraphPad Software 76.0  GraphPad Prism graphpad.com  IBM 81.2  Cognos, SPSS ibm.com  Minitab 18  minitab.com	hbooks.com
Microsoft 80.2  Dynamics 365  dynamics.microsoft.com  SAP 76.6  SAP Analytics Cloud  sap.com  Workday Financial  Management  workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2  Statistix  statistix.com  GraphPad Software 76.0  GraphPad Prism  graphpad.com  IBM 81.2  Cognos, SPSS  ibm.com  Minitab 18  minitab.com	it 81.7
Microsoft 80.2  Dynamics 365 dynamics.microsoft.com  SAP 76.8  SAP Analytics Cloud sap.com  Workday 76.8  Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2  Statistix statistix.com  GraphPad Software 76.6  GraphPad Prism graphpad.com  IBM 81.2  Cognos, SPSS ibm.com  Minitab 18 minitab.com	ckBooks
Dynamics 365 dynamics.microsoft.com  SAP 76.8 SAP Analytics Cloud sap.com  Workday 76.6 Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com  GraphPad Software 76.6 GraphPad Prism graphpad.com  IBM 81.2 Cognos, SPSS ibm.com  Minitab 75.6 Minitab 18 minitab.com	ckbooks.intuit.com
dynamics.microsoft.com  SAP 76.8  SAP Analytics Cloud  sap.com  Workday 76.6  Workday Financial  Management  workday.com  STATISTICAL  ANALYSIS  Analytical Software 75.2  Statistix  statistix.com  GraphPad Software 76.6  GraphPad Prism  graphpad.com  IBM 81.2  Cognos, SPSS  ibm.com  Minitab 18  minitab.com	rosoft 80.2
SAP 76.6 SAP Analytics Cloud sap.com  Workday 76.0 Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com  GraphPad Software 76.0 GraphPad Prism graphpad.com  IBM 81.2 Cognos, SPSS ibm.com  Minitab 18 minitab.com	amics 365
SAP Analytics Cloud sap.com  Workday 76.0 Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com  GraphPad Software 76.0 GraphPad Prism graphpad.com  IBM 81.2 Cognos, SPSS ibm.com  Minitab 75.6 Minitab 18 minitab.com	amics.microsoft.com
Workday 76.0 Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com GraphPad Software 76.0 GraphPad Prism graphpad.com IBM 81.2 Cognos, SPSS ibm.com Minitab 75.6 Minitab 18 minitab.com	76.8
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Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com  GraphPad Software 76.0  GraphPad Prism graphpad.com IBM 81.2  Cognos, SPSS ibm.com  Minitab 75.6  Minitab 18 minitab.com	com
Workday Financial Management workday.com  STATISTICAL ANALYSIS  Analytical Software 75.2 Statistix statistix.com  GraphPad Software 76.0  GraphPad Prism graphpad.com IBM 81.2  Cognos, SPSS ibm.com  Minitab 75.6  Minitab 18 minitab.com	rkday 76.0
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Statistix statistix.com  GraphPad Software 76.0 GraphPad Prism graphpad.com  IBM 81.2 Cognos, SPSS ibm.com  Minitab 75.0 Minitab 18 minitab.com	
statistix.com  GraphPad Software 760  GraphPad Prism  graphpad.com  IBM 812  Cognos, SPSS  ibm.com  Minitab 750  Minitab 18  minitab.com	llytical Software 75.2
GraphPad Software 76.0 GraphPad Prism graphpad.com IBM 81.2 Cognos, SPSS ibm.com Minitab 75.0 Minitab 18 minitab.com	istix
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IBM 81.2 Cognos, SPSS ibm.com Minitab 75.6 Minitab 18 minitab.com	phPad Prism
Cognos, SPSS ibm.com  Minitab 75.6  Minitab 18  minitab.com	ohpad.com
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Quark Analytics quarkanalytics.com	

Rstudio	79.1
Rstudio, Shiny	
rstudio.com	
SAP	79.4
SAP Predictive Analytics	
sap.com	
SAS	79.6
SAS Business Intelligence, JMP	
sas.com	A. 100.00 A. 100.00
StataCorp	80.1
Stata	
stata.com	
Systat Software	76.6
SigmaPlot	
systatsoftware.com	
Tableau	81.5
Tableau Prep	
tableau.com	
The MathWorks	78.2
MATLAB	
mathworks.com	
TAXES	
HRB Digital	79.0
H&R Block Business	

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77.5

hrblock.com

TurboTax, QuickBooks turbotax.intuit.com

I<mark>ntuit</mark>

TaxHawk

FreeTaxUSA freetaxusa.com



#### Human Resources

Advanced Personnel Systems	75.3
SmartSearch	
aps2k.com	
CareerBuilder	75.4
CareerBuilder Applicant Tracking	
hiring.careerbuilder.com	***********
CATS Software CATS	78.
catsone.com	
ClearCompany	77
ClearCompany	
clearcompany.com	
Greenhouse	76.2
Greenhouse	
greenhouse.io	
Oracle	75.6
Oracle Taleo Cloud Servi	ce
oracle.com	
SAP	75.8
SAP SuccessFactors	
successfactors.com	

#### E-LEARNING

Adobe

81.4

Adobe Captivate Prime	
adobe.com	
Articulate Global	78.7
Storyline	
articulate.com	************
Blackboard Learning	
Management Systems	75.1
Blackboard Learn	200000000000000000000000000000000000000
blackboard.com	
Cisco	77.2
Cisco On Demand E-Lear	rning
EduBrite Systems	77.9
EduBrite	
edubrite.com	

Intellum 75.5
Exceed
intellum.com
iSpring Learn
ispringsolutions.com
LearningCart 75.5
LearningCart
learningcart.com
Relias 78.5
Relias
relias.com
SAP 77.1
SAP SuccessFactors
Learning
sap.com
EXPENSE REPORT
Avaza Software 80.2
Avaza
avaza.com
Billbeez 75.1
Billbeez
billbeez.com
Chrome River
Technologies 77.8
Chrome River Expense
chromeriver.com
Clarcity Travel
& Expense 75.7
Travel & Expense
clarcity.com
Deltek 76.1
Deltek Vision, Deltek Costpoint
deltek.com
ExpenseBot 75.4
ExpenseBot
expensebot.com
ExpensePoint 77.1
ExpensePoint
expensepoint.com
Expensify 77.7
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use.expensify.com
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	70.0
FreshBooks	78.8
FreshBooks	
freshbooks.com	
Fund Accounting Solution Technologies	85.0
FundView Cash Receiptin	g
fastsw.com	
Invoicera	77.2
Invoice Billing Software	
invoicera.com	
SAP	76.1
Concur, BPC	
concur.com	
Zoho	76.1
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Zoho Com	
zoho.com	
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zoho.com	
ADP Workforce Now,	
ADP Workforce Now, ADP TotalSource	
ADP Workforce Now,	
ADP Workforce Now, ADP TotalSource	78.6
ADP  ADP Workforce Now, ADP TotalSource  adp.com	78.6
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR	78.6
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR	78.6
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com	78.6
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR	78.6
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR CakeHR cake.hr	78.6 75.7 75.4
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR CakeHR cake.hr Employee Navigator	78.6 75.7 75.4
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR CakeHR cake.hr Employee Navigator	78.6 75.7 75.4
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR CakeHR cake.hr Employee Navigator employeenavigator.com	78.6 75.7 75.4
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR BambooHR bamboohr.com CakeHR Cake.hr Employee Navigator employeenavigator.com HR Systems Strategies	78.6 75.7 75.4
ADP ADP Workforce Now, ADP TotalSource adp.com BambooHR bambooHR bamboohr.com CakeHR CakeHR cake.hr Employee Navigator employeenavigator.com	78.6 75.7 75.4

HRweb Software LLC	78.4
HRweb	
hrweb.com	
iCIMS	75.6
iCIMS Talent Acquisition Suite, Recruit	
icims.com	
Namely	83.4
Namely	
namely.com	
Oracle	77.7
Oracle HCM Cloud, JD Edwards, NetSuite, PeopleSoft, Taleo oracle.com	
Paycom	77.3
Dovern	
paycom.com	76 5
Paycor	76.5
Paycor	
paycor.com	
People	75.0
PeopleHR	
peoplehr.com	
Qualtrics	77.7
Qualtrics Employee	
Experience	
qualtrics.com	
Sage	77.9
Sage HRMS	
sage.com	
Workday	75.6
Workday HCM	
workday.com	900000000000000000000000000000000000000
Zenefits	75.2
Zenefits Growth, Zenefits	Zen
zenefits.com	

ADP	79.8
ADP Comprehensive Se ADP Workforce Now	
adp.com ————————————————————————————————————	76.4
Gusto	70.4
gusto.com ————————————————————————————————————	02.2
	82.2
QuickBooks, Payroll	
payroll.intuit.com	
Oracle	77.7
Oracle HCM Cloud, JD Edwards, PeopleSoft	
oracle.com	
Paychex	75.5
Paychex Flex paychex.com	
Paycom	77.2
Paycom	
paycom.com	
Paycor	77.3
Paycor	
paycor.com	
Sage	83.2
Sage HRMS, Sage 50cloud, Abra	
sage.com	
Ultimate Software	76.9
UltiPro	
ultimatesoftware.com	
Workday	76.9
Workday Payroll	
workday.com	



#### PERFORMANCE APPRAISAL BambooHR 75.2 BambooHR bamboohr.com **HRweb Software LLC** 77.7 HRweb hrweb.com Oracle 81.8 Oracle Taleo Cloud Service oracle.com SAP 77.1 SAP Human Ressources sap.com **Ultimate Software** 75.5 UltiPro Performance Management ultimatesoftware.com TALENT MANAGEMENT **BambooHR** BambooHR bamboohr.com Cornerstone OnDemand 80.2 Cornerstone HR, Cornerstone Talent Management cornerstoneondemand.com **EmployeeConnect** Employee Connectemployeeconnect.com Monster 76.2 Monster TMS monster.com Oracle 79.3 Oracle Taleo Cloud Service, PeopleSoft, Oracle Taleo **Business Edition** oracle.com SAP 78.4 SAP SuccessFactors sap.com **Talentsoft** 77.7 Talentsoft talentsoft.com TIME TRACKING **ABRA Software** 75.5 primaERP Time Tracking

primaerp.com

Bitrix	
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Bitrix24	
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COING	77.2
Clockify	
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eBillity	75.7
Time Tracker	
ebillity.com	
FreshBooks	76.7
FreshBooks	
freshbooks.com	
Frontline Education	80.4
Frontline Absence & Time	9
frontlineeducation.com	
Harvest	79.2
Harvest Team	
getharvest.com	
Solved HCM	79.3
iSolved	
isolvedhcm.com	
OfficeTime Software	75.4
OfficeTime	
officetime.net	
	75.7
Time Clock Wizard	75.7
Time Clock Wizard	
timeclockwizard.com	
Time Doctor	80.6
Time Doctor Classic	
timedoctor.com	
TimeCamp	78.7
TimeCamp	
timecamp.com	
TIMEDOCK	75.9
TIMEDOCK	
timedock.com	
Timely	75.7
Timely	
timelyapp.com	
Ultimate Software	77.0
UltiPro	2007/03/2007
ultimatesoftware.com	
WebWorkTracker	75.5
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WebWorkTracker	75.5

zoho.com

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**GFI Software GFI MailEssentials** gfisoftware.de Kaspersky 78.0 Cloud Endpoint Security kaspersky.com McAfee 79.6 Security for Email Servers mcafee.com **SOPHOS** 76.1 **Email Security** central.sophos.com 81.1 **Symantec** Email Security.cloud, Norton Security symantec.com **Trend Micro** 78.0 Trend Micro Smart Protection Complete Suite trendmicro.com ANTIVIRUS 78.8 **Avast** Business Antivirus, Business Antivirus Pro, Business Antivirus Pro Plus, AVG avast.com

IT Security

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Avira	75.0
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Antivirus Pro - Business Ed Antivirus for Endpoint,	dition,
Antivirus for Small Busine	SS
avira.com	
ESET	83.8
Smart Security Premium,	
Internet Security, NOD32 Antivirus	
eset.com	
McAfee	75.6
McAfee Endpoint Security	
mcafee.com	
Symantec	78.5
Symantec Endpoint	
Security	
symantec.com	
B A C K U P	
Acronis	75.2
Acronis Backup	
acronis.com	
Apple	80.4
iCloud	
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Avast	75.1
Avast Business	
Security Services	
avast.com	77.9
Backblaze Backblaze Business Backu	
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backblaze.com

carbonite.com

Carbonite

MozyPro





#### Marketing and Sales

### 79.6 Oracle Recovery Manager (RMAN)

80.0

80.9

76.2

83.9

79.3

79.0

#### CYBERSECURITY

CloudAlly

Dell

emc.com Google

**IDrive** 

idrive.com Microsoft

Azure Backup

Oracle

oracle.com

Office 365 backup cloudally.com

CloudBerry Lab

CloudBerry Backup cloudberrylab.com

Avamar, Networker

Google Cloud Storage cloud.google.com

Server Backup, BMR

azure.microsoft.com

Cisco	85.5
Cisco Systems Security	
cisco.com	
Cobweb Security	85.0
WebDefender	
cobweb-security.com	
DigitalBulls	75.1
Virus Vanish	
digitalbulls.com	
F-Secure	82.5
Business Suite	
f-secure.com	
IBM	84.3
IBM Security	
ibm.com	
McAfee	79.1
McAfee Network Security Platform	
mcafee.com	
Symantec	83.1
Symantec Cyber Security, Norton Security	
symantec.com	
Webroot Software	75.9
Webroot SecureAnywhere Endpoint Protection	

webroot.com

CRM	
Avidian Technologies	76.5
Prophet CRM	***************************************
avidian.com	***************************************
Microsoft	80.9
Dynamics CRM	
dynamics.microsoft.con	n
Oracle	81.3
NetSuite CRM,	*************
Oracle Sales Cloud	

NetSuite CRM, Oracle Sales Cloud	
netsuite.com	
Salesforce	81.1
Salesforce CRM	
salesforce.com	
SAP	77.9
SAP CRM	
sap.com	
Zoho	78.3
Zoho CRM	
zoho.com	***************************************

EMAIL MARKETING	
Adobe	78.3
Adobe Campaign	
adobe.com	
Amazon Web Services	78.6
Simple Email Service	
aws.amazon.com	
Aweber	76.2
AWeber Communications	S
aweber.com	

Constant Contact	77.3
Constant Contact	
constantcontact.com	
IBM	75.2
Watson Marketing	
ibm.com	
Mailchimp	80.0
Mailchimp	

#### 76.4 Accelerize CAKE getcake.com

78.3 Wix SEO wix.com

MARKETING	
Adobe	80.3
Adobe Campaign,	Marketo
adobe.com	
HubSpot	78.3
HubSpot Marketin	g Automation
hubspot.com	
IBM	77.5
IBM Watson Campa mation, IBM Market	
ibm.com	
Oracle	78.8
Oracle Marketing ( Oracle Eloqua	Cloud,
oracle.com	



#### Payment and eCommerce

ECOMMERCE	
BigCommerce	83.0
BigCommerce Essentials, BigCommerce Enterprise	
bigcommerce.com	
CloudCart	80.2
CloudCart Start UP, CloudCart Business	
cloudcart.com	
Magento	77.3
Magento	
magento.com	
Shopify	85.0
Shopify, Shopify Plus	
shopify.com	
Squarespace	79.5
Squarespace	
squarespace.com	
Weebly	77.1
Weebly Connect, Weebly S	Starter

#### MOBILE PAYMENT SYSTEMS

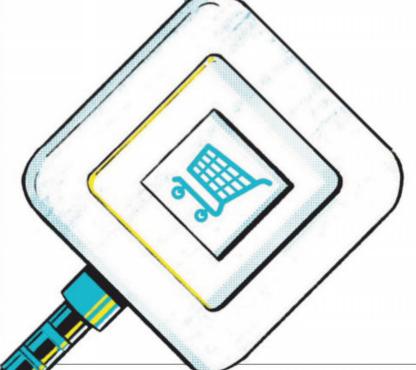
weebly.com

Apple	83.4
Apple Pay	*****************
apple.com	

Google	80.7
Google Pay	
pay.google.com	8
Intuit	76.9
QuickBooks Payments	
quickbooks.intuit.com	
Mastercard	79.1
MasterPass	
mastercard.us	
PayPal	84.6
PayPal Mobile, Xoom, Ve	enmo
paypal.com	
Square	81.6
Square Payments	
squareup.com	*************
Visa	83.8
Visa Checkout	
usa.visa.com	**************

#### PAYMENT SERVICE PROVIDER (PSP)

Dwolla	77.8
Dwolla	
dwolla.com	
First Data	81.0
Payeezy	
developer.payeezy	.com



**40** JUNE 28, 2019 NEWSWEEK.COM

Global Payments	80.9
OpenEdge	
openedgepayment.com	***************************************
Intuit	78.9
QuickBooks Payments	
quickbooks.intuit.com	
MasterCard	81.8
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Direct Express	
usdirectexpress.com	
PayPal	84.3
PayPal	
paypal.com	
Square	77.4
Square Payments	
squareup.com	***************************************
Stripe	79.2
Stripe Payments, Stripe	**********
Connect	
stripe.com	
Venmo	82.7
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Venmo	
venmo.com	
CitiXsys	75.7
CitiXsys iVend Point of Sale	75.7
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iVend Point of Sale	75.7
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#### **Production** and Warehouse Management

C A D	
ArCADia Soft  ArCADia  arcadiasoft.eu	75.4
Autodesk	84.0
AutoCAD, Alias, Fusion 36	
autodesk.com	
	76 2
Bentley Systems MicroStations	76.2
bentley.com	
CAD Pro	76.5
CAD Pro	70.5
cadpro.com	76 -
CADT	76.5
CADTalk	
cadtalk.com	
Corel	76.0
CorelCAD	
corel.com	
Dassault Systèmes CATIA	78.1
3ds.com	
SolidWorks	81.9
SolidWorks Premium, DraftSight	
solidworks.com	
The MathWorks	77.0
MATLAB	
mathworks.com	
Trimble	79.8
SketchUp Pro	*********
sketchup.com	
Vectorworks	80.5
Vectorworks Architect	
vectorworks.net	
MANUFACTURING EXECUTION	
SYSTEMS (MES)	
Infor	80.7

Infor ERP, CloudSuite

Industrial (SyteLine)

infor.com

PINpoint Information
Systems 79.2
PINpoint
pinpointinfo.com
Rockwell Automation 76.7
FactoryTalk
rockwellautomation.com
SAP 82.9
SAP Manufacturing Execution
sap.com
PRODUCTION SCHEDULING
Asprova 75.3
Asprova APS
asprova.eu
Clarity Software 75.1
Clarity Software
dexcom.com
Cybertec 75.8
CyberPlan
cybertec.it
JDA Software Group 77.3
Factory Planning & Scheduling
jda.com
Katana MRP 75.7
Katana MRP
katanamrp.com
Leading2Lean 76.0
CloudDISPATCH
leading2lean.com
OmegaCube Technologies 76.0
OmegaCube ERP
omegacube.com
Synchro 76.4
Synchro PRO
synchroltd.com
SUPPLY-CHAIN- MANAGEMENT (SCM)
Blue Ridge Global 75.3
Blue Ridge Solutions
blueridgeglobal.com
BROWZ 77.5

BROWZ OneView

browz.com



EPICOR	76.6
Epicor SCM	
epicor.com	
Infor	76.9
Infor SCM, Infor CloudSuite Business	
infor.com	
Oracle	83.4
NetSuite, Supply Chain & Inventory Management Software	
oracle.com	
QuickBase	83.0
QuickBase	
quickbase.com	
SAP	76.5
SAP Integrated Business Planning, SAP Business ByDesign	
sap.com	
WiseTech Global	75.5
CargoWise One	
wisetechglobal.com	

FreightData

 ${\sf FreightData}$ 

freightdatasoftware.com

IBM	80.2
IBM Transportation Manag	ement
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oracle.com	
SAP	80.6
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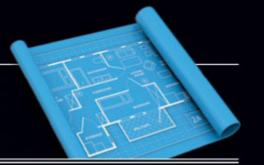
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#### MUSIC

# The Golden Age of Rock and Roll

Whiny baby boomers say all the good times are gone. But there's never been a better time to find new music—and lots of it, too

### Great architects and the structures they've designed around the world » P.46



IT'S A FRIDAY NIGHT IN BUSHWICK, BROOKLYN, and I'm here to see a show by the El Paso-based rock band Le Butcherettes. I'm not sure if I belong—I have no hair left to speak of, none of it dyed a bright color. And I'm pretty sure I'm the only guy here who fondly remembers catching Jethro Tull in Boston in 1970 on one of the band's first U.S. tours.

But I do know that seeing a young band on the way up is just as cool now as seeing Tull, Roxy Music, Patti Smith or Elvis Costello before they were well-known. Because if you're a rock music fan—or any kind of music fan for that matter—there's nothing like the thrill of discovery.

And rediscovery, it turns out, is a pretty good thing too. A few years back, thanks to an "I wonder what ever happened to them?" web search, I took a chance on a ticket to see the Zombies in a New York club. Though well into their 60s by then, they were better than ever.

To be sure, it has always kind of been this way. New music arrived while old music got rediscovered. But now, thanks in large part to technology, fans of both old and new are living in a golden age.

There are a few reasons why.

One: There's a lot of inventory on the tour circuit. Bands from the '60s, '70s, '80s and '90s are still active and still getting it done. The Cure, Fleetwood Mac, The Who, Deep Purple and the Rolling Stones (with Mick fresh from heart surgery) are all on tour now or have plans.

But technology is the real reason there's so much terrific music easily available now. When I discovered Roxy Music in 1972 it was through a weekly alternative newspaper. Then I had to go out and buy an LP to actually hear them. Today I would check them out first on YouTube or Spotify and then download or stream their music. According to Nielsen, about 900 billion songs were streamed in the U.S. in 2018.

Finding music online has obliterated not only distance—you don't have to leave your sofa to buy or hear any kind of music—it has also obliterated time. (And the record business, too, but that's another story). There's no yesterday anymore. It's

all just now. Old music doesn't go out of print and get forgotten. There are still hits and pop charts of course, but you can find anything you want online going back to the earliest recordings ever made. Young people can dig old music, old people can dig new music.

Now I can sit in my car with my kid and discover all sorts of great acts via Spotify. Death Grips, Aphex Twin, Australia's King Gizzard & the Lizard Wizard and jazzer Kamasi Washington were all introduced to me by my now 19-year-old daughter Linda. (Me: "Who's that?" Her: "You actually want to know?" Me: "Actually, yes...")

The old/new thing played out for me recently when I saw two acts: Le Butcherettes, who I discovered on YouTube; and Ian Hunter, an old favorite who I *rediscovered* kind of the same way.

#### I LOVE LE BUTCHERETTES.

They check all the boxes. A charismatic lead singer? Yes. Great songwriting? Yes again. Powerhouse rhythm section? Yup. Multi-instrumentalists? Got that. Do they look and play great? Sure thing.

They've also got the attention of a lot of name-brands in the business. Their terrific new album, "bi/MENTAL," was produced by Jerry Harrison, formerly of Talking Heads and the Modern Lovers. Jello Biafra—yes, the guy from the Dead Kennedys—performs on the record.

Lead singer-songwriter Teresa Suárez Cosío (AKA Teri Gender Bender) has collaborated with Iggy Pop and John Frusciante, formerly of the Red Hot Chili Peppers. The band has opened for, among others, Jack White of White Stripes fame and will open for hard rockers Incubus and other bands, this year on a long tour of the U.S. and Europe. They're not big yet, but based on their great new album it feels to me like they will be.

You can't really appreciate the band, though, until you see them live. Teri is a dynamic performer and her bandmates—drummer Alejandra Robles Luna; Marfred Rodríguez-López, bass; and Riko Rodríguez-López on practically everything else—are skilled and tight.

# HANK GILMAN WITH PETER CARBONARA

CHECKING ALL THE BOXES

Teresa Suárez Cosío of Le Butcherettes is not only a charismatic performer, but a great songwriter. Her bandmates? Pretty great, too.

#### Culture

But when I went to see them in Brooklyn, I was a little worried. They were playing a small concert venue, opening for L7, a punky, all-woman band that starred mostly in the '90s. Opening acts often get screwed. The sound is terrible; the crowd is indifferent (if there is a crowd at all) and the sets are short.

But Le Butcherettes killed it. The sound was powerful and clear and they won over the crowd with a fast and furious 30-minute set. The floor was less than half full at first but had filled up by the second song. The band basically rocked the crowd away from the bar and merch table.

As for Ian Hunter, there was no one he needed to impress at the City Winery in Manhattan. He was there for four sold out nights—that's around 1,200 tickets, I would reckon—for the celebration of his... hold on...80th birthday.

Hunter was the front man for '70s hard rock/glam band heroes Mott the Hoople. As the story goes, the band was about to break up when fan David Bowie offered them a song he'd written if they would reconsider. "All the Young Dudes" went on to be a big hit and reignited their career. Mott eventually called it quits in 1974 and Hunter went off into solo-artist land.

I had lost track of him myself until an internet search a few years ago when I stumbled upon Hunter's website. As it turned out, Mott was reuniting with the original lineup for a series of shows in London. Of course, I went. And when I returned to the States, I dove into Hunter's solo catalogue: "Cleveland Rocks" is well known from *The Drew Carey Show*; a band called Great White charted with Ian's "Once Bitten, Twice Shy." And Barry Manilow of all people had a big U.S. hit with Ian's "Ships."

Although well into senior citizen

territory now, Hunter has managed to keep producing good new music—unlike peers like Billy Joel who seem to have stopped writing years ago. Hunter's last three solo albums could be a great career for someone else.

In any case, no worries about the show I attended. A very fit-looking Hunter fronted his group, the Rant Band, through a 90-minute set that included material from his solo albums such as an amazing, newish, song, "Dandy," a tribute to David Bowie. He threw in a Mott hit or two, including, of course, "All the Young Dudes"

Finding music via the web and streaming services has obliterated not only distance, it has also obliterated time.









# Journey to the Center of YouTube

In addition to Le Butcherettes and Ian Hunter, here are a few folks you should check out.

#### Gwenifer Raymond

If you're a fan of Americana and finger-picking guitar, head right to gweniferraymond.com. Channeling John Fahey for sure. When is Raymond, who is Welsh, coming to the States? "Probably not this year," She wrote to me, "as my day-job and music schedule are pretty rammed to the point of un-cooperation." In any case, the British music press is impressed.

#### Fil Henley

Another YouTube favorite of ours is guitarist/music analyst Fil Henley who spends hours reviewing the guitar legends of rock, country and soul. Really entertaining, even if you don't know a D-minor chord from a ham sandwich. He fronts a pretty good band, too, called Wings of Pegasus. Find them at WingsofPegasusBand.com.

#### Mdou Moctar

Also well worth considering: guitarist Mdou Moctar from Niger whose electric take on traditional Tuareg songs sounds like surf music for the new millennium. Check him out under "Artists" at SahelSounds.com.

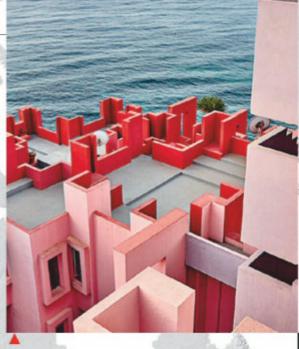
#### Bombay Rickey

Bombay Rickey, a virtuoistic NY-based group, somehow combines exuberantly Bollywood soundtrack music with rock and '50s exotica and whatever else they can think of. Their website: BombayRickey.com.

#### Culture

## 0 1 Norma Merrick SklarekLos AngelesPacific Design Center

Sklarek, the first black
American woman registered
architect in New York
and California, is widely
regarded as the woman
behind Los Angeles' iconic
Blue Whale—although on
paper her collaborator César
Pelli gets credit. Only the
U.S. Embassy in Japan has
officially acknowledged
Sklarek's contributions.



### 02 Ricardo Bofill Calpe, Spain

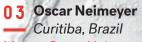
La Muralla Roja

La Muralla Roja, a playful housing project located within the La Manzanera development in Calpe, artfully and colorfully blends the Mediterranean and Arabic influences of Spain's coastal areas, and is still innovative after 50 years.



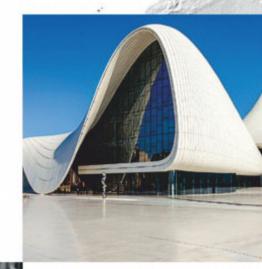






Museo Oscar Neimeyer

Neimeyer's Eye, the distinctive annex to the Oscar Niemeyer Museum is an idiosyncratic exhibit space built of steel and glass that is an exemplary style of the father of Brazilian modernism.







UNCHARTED

# Great Architects & Their Famous Buildings

There is almost no greater reflection of a society's culture than its architecture. Throughout history, buildings like the Colosseum in Rome, the Taj Mahal in Agra or Angkor Wat in Siem Reap told the stories of their times. In the modern age, these buildings and their architects help illuminate this new millennium. —*Paula Froelich* 





so that no building will ever

crowd its geometric lines.

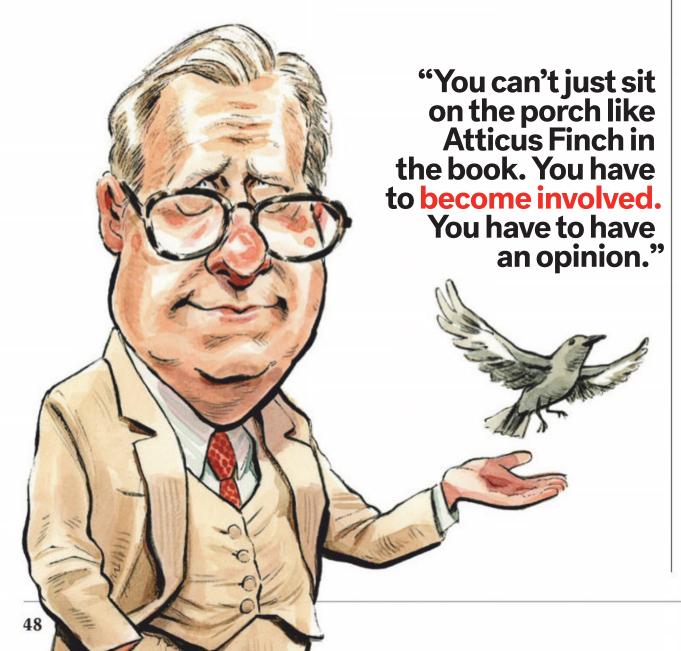
during monsoon season.

air circulation and resist wind

PARTING SHOT

# Jeff Daniels

"WHERE'S THE GUY AT THE JUSTICE DEPARTMENT TRYING TO GET A HOLD OF THE unredacted Robert Mueller report? Where are the whistleblowers inside that White House?" Jeff Daniels is looking for a hero. The Tony-nominated actor brings the beloved Atticus Finch back to life in Aaron Sorkin's Broadway adaptation of *To Kill a Mockingbird*, originally written by Pulitzer Prize—winning author Harper Lee in 1960. Daniels blasts his political views while discussing how *Mockingbird* translates in 2019. Told through the eyes of Atticus' daughter, Scout, it shows the trial of Tom Robinson, an innocent black man accused of raping a white woman in the Depression-era, racist town of Maycomb, Alabama. Atticus, originally depicted as an omnipotent champion of human rights, tries to teach Scout that goodness will prevail. But in today's version, Atticus isn't always right, and Daniels himself questions if there is actually goodness in everyone. "That's being challenged now in today's America. You can't just sit on the porch like Atticus Finch in the book. You have to become involved. You have to have an opinion."



## What was it like to work with Aaron Sorkin on *Mockingbird* after working with him on *Newsroom?*

Here, he had a year and a half to write what was the length of two TV episodes. We went through 45 previews before we opened. He kept writing all the way to the end. He had the time to do the job he wanted even though he'll tell you, you don't finish a play; it gets confiscated from you.

### What do you hope people walk away with after seeing the play?

A lot of what theater does—and what this play does, specifically—is send people out and say, "Are you changed? Are you thinking about things a little differently? Do you think there's a race problem? Do you think there's goodness in everyone? Do you believe in compassion? Do you believe in truth? Do you believe in the rule of law?" We're asking because Atticus had to make some adjustments. You have to have an opinion. You can't just say, well I want my taxes lowered and be OK with racism, sexism, bigotry and the lack of civility and decency that is now the norm in this country. You have to decide as a voter—every voter—whether that's OK or not.

#### How should people get involved?

I know what you can't do. You can't sit there on your phone or watch television and not do anything. Change it. Make it better. Whatever that is, I know what it isn't: It isn't doing nothing and pretending the problems aren't there. —Maria Vultaggio

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